

Another 3,000 BL jobs will be cut this year

Indicated to union leaders last night that at least 3,000 more jobs would have to be cut this year than were envisaged in Sir Michael Edwards' recovery plan. The redundancies are expected to be spread over several plants rather than confined to one or two.

Four factors cited by management

Donald Macintyre, British Leyland's chief financial officer, indicated to union leaders last night that at least 3,000 more jobs would have to be cut this year than were envisaged in Sir Michael Edwards' recovery plan. The redundancies are expected to be spread over several plants rather than confined to one or two.

Mr Macintyre cited four factors for the acceleration: the high value of the pound, which was affecting export sales; higher imports, which were affecting BL's share of the market; the national engineering dispute, which was affecting BL's production; and the continuing high cost of energy, which was affecting BL's production costs.

BL, which last night was still trying to arrange an urgent meeting with union general secretaries in an attempt to solve the separate, though overlapping, issues of the redundancy plans to local officials and shop stewards during the next fortnight.

The layoffs affecting 15,000 employees and the short-time working by 7,000 workers are expected to end with a return to normal working at the end of this month, but union leaders expect that some of those involved will leave permanently in a matter of months after they return.

Mr Edwards' recovery plan, which was approved by the board of directors, envisaged a reduction of 3,000 jobs by the end of this year, with a further 3,000 to be cut next year.

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Thatcher pledge to stay in the EEC

By Michael Hatfield
Political Reporter

French television viewers last night heard Mrs Margaret Thatcher assert that the British Government has no intention of leaving the European Community or adopting a de Gaulle-like "empty chair" posture in the present dispute over British contributions to the EEC budget.

It was the first interview that the Prime Minister has given on French television since she came to power and forms part of an orchestrated ministerial campaign in Europe to gear across the British viewpoint in preparation for the crucial EEC summit in Brussels at the end of the month. A long interview with the Prime Minister is to appear in Die Welt, the German newspaper, next week.

Throughout the interview Mrs Thatcher resisted suggestions that it was the British who were making difficulties inside the Community. She also said firmly that Britain would not be prepared to be just an associate member.

The Prime Minister, asked whether Britain was threatening to leave the EEC, replied: "There is no possibility of Britain leaving the Community. The Community is part of the free world and the free world must live together in the most effective alliance we can possibly have, as the Soviet world lives together, bound by hoops of steel."

"How could you have an effective Community without one of the major European countries not being in it?" she asked. "It would be very damaging to the Community and to each and every country within it; and the only people who would rejoice if Britain left would be our potential enemies, so there is no question of that at all."

When asked what would happen if there was no compromise to resolve Britain's demand that it should be in balance over the budget contributions, the Prime Minister said that sooner or later there would have to be a compromise. The position was totally and utterly unfair.

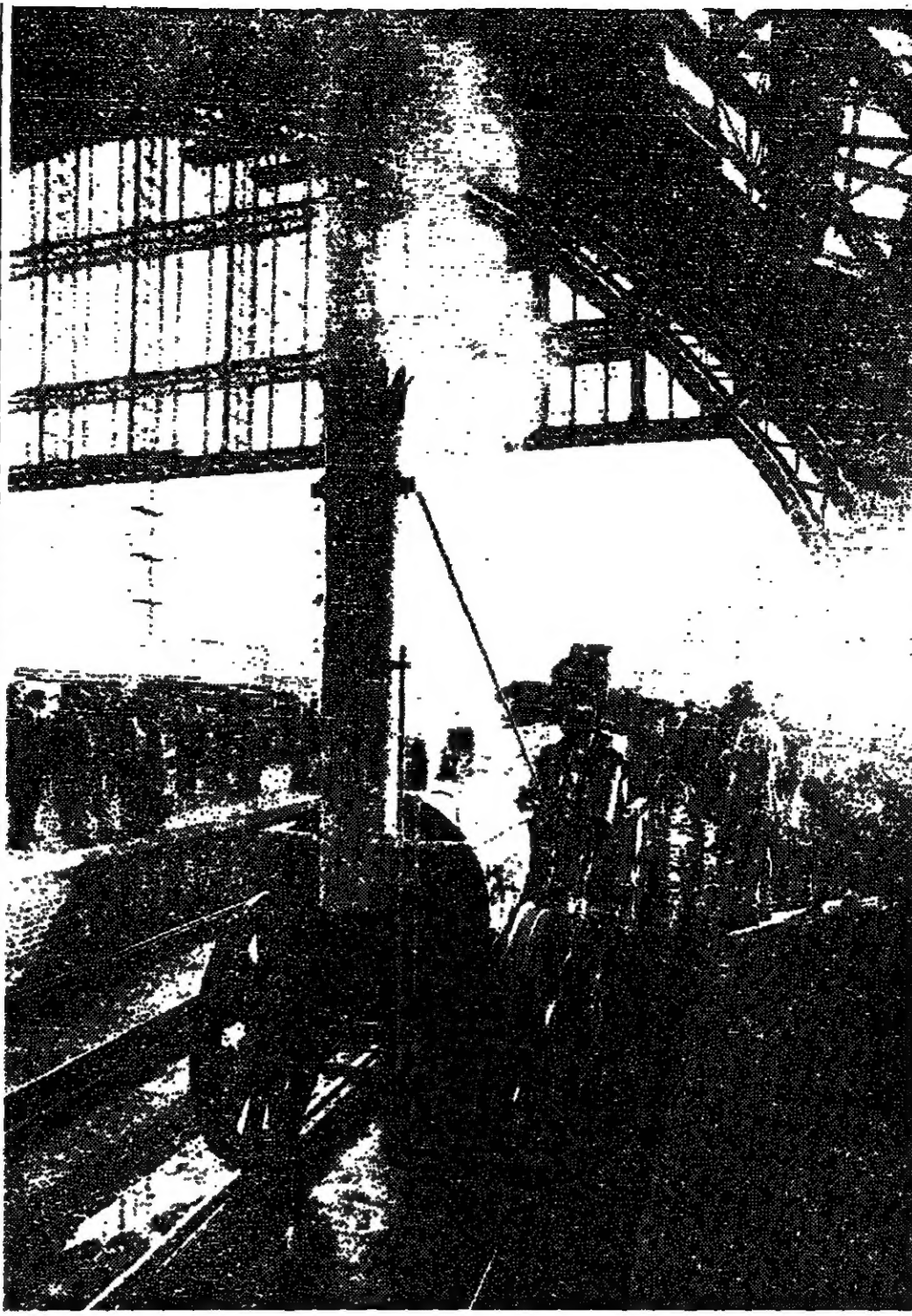
"France contributes to the Community budget 702 million new French francs, we 9,000 million (francs)," she said. "That is totally unfair and surely France also wishes to redress the balance with us."

It was at this point that the Prime Minister indicated that Britain would be prepared to delay progress in the development of the Community if her partners did not see the justice in Britain's argument.

"What would I do?" she asked. "We have throughout every single subject, whether it be fish, whether it be sheep meat, continued to negotiate. But really, you know, Britain, too, must have some justice and I am afraid that unless we get justice fairly soon then it will be difficult to make progress with other fields, because we think we should make progress with things that affect us too."

Ruling out associate membership as a possibility, Mrs Thatcher brushed aside the empty-chair policy of General de Gaulle as a negotiating tactic.

"No, I do not think you can adopt anyone else's stategy," she said. "General de Gaulle even though he left an empty chair was very obviously in it even Continued on page 2, col 5



A replica of Stephenson's Rocket steaming into St Pancras station yesterday to mark the Post Office's issue of five train stamps that commemorate the world's first train to carry mail and passengers in 1830.

Mr Nkomo and two whites get posts in Mugabe Cabinet

From Nicholas Ashford
Salisbury, March 10

Mr Joshua Nkomo, leader of the Patriotic Front which won 20 seats in the general election, is to be Minister of Home Affairs in the new Zimbabwean Government, it was announced tonight.

Mr Edson Zvobgo, spokesman for the majority Zanu (PF) Party, also said that Mr Mugabe, the Prime Minister designate, had offered cabinet posts to two Zimbabweans of high standing in the European community.

He declined to say who they were but it was learnt tonight that Mr David Smith, former Minister of Finance, would be taking over the Commerce and Industry portfolio. The Ministry of Mines will be given to a white technocrat.

Mr Mugabe was putting the finishing touches today to his new Cabinet which, according to one source, would include at least six surprises. The composition of the new Government is expected to be announced tomorrow afternoon.

Mr Mugabe, who had a one and a half hour meeting with Lord Soames, the Governor, this afternoon is due to pay another visit to Government House tomorrow morning to present his complete Cabinet list.

Once that has been done the timetable for a final transfer of power by Britain can be finalised. It is expected that independence will take place before Easter.

The formation of what Mr Mugabe has referred to as a broad based Government has not proved an easy task. The Prime Minister-designate has had to strike a balance between a number of conflicting pressures coming from members of his own party's central committee, the Patriotic Front and the white community.

Mr Nkomo, who rejected an offer of the presidency, has been determined to gain the maximum amount of representation for his own party in the new Government.

includes control of the British South Africa Police (BSAP) as well as the whole network of district commissioners and district assistants, will be one of the most influential in the new Government.

The Patriotic Front is expected to be offered four other portfolios. They are Roads, Public Works, Posts and Telecommunications and Natural Resources, excluding mines.

This morning, Mr Mugabe and Mr Nkomo held a meeting of the co-ordinating committee of the former Patriotic Front guerrilla alliance. It was the first meeting the co-ordinating committee had held since before the start of the Lancaster House conference last year.

Troops pull out: A sizable number of South African troops have been withdrawn from Rhodesia during the past 48 hours.

At least 600 combat troops are understood to have been involved in the withdrawal. However the figure could be considerably higher, perhaps more than 1,000 if logistical and support staff are taken into account.

Most of the troops were based in the south-eastern "republic" area. They were said to have included the equivalent of an infantry battalion as well as two "fire force" groups, which are units developed by the Rhodesians to search out and destroy guerrilla forces operating in remote parts of the bush.

A "fire force" unit has between four and six helicopters and 50 to 100 men. It sometimes includes armoured vehicles as well as paratroopers in a Dakota.

The status of the departing South African forces is not clear. It is possible they came under senior Rhodesian command and could technically be described as part of the Rhodesian Security Forces. However, sources said there was no doubt that they operated mainly as South African units.

The last British troops were today withdrawn from the 11 guerrilla assembly points

Mr Sirs more hopeful of steel peace

Paul Routledge
Labour Editor

The British Steel Corporation opened last night's negotiations to call off their 10-0 national strike after 10 members had voted for a lift on the industry's "final" offer.

Talks on the unions' new claim will be resumed this morning, but the parties shot Mr Robert Scholey, the corporation's chief executive, after hours of talks yesterday.

"Sleep on the result of the ballot and call off the dogs if you can," said the union spokesman. "We will resume this morning at British Steel offices or management have further defined the package put forward by all the unions in the industry."

Mr William Sirs, general secretary of the Iron and Steel Trades Confederation, said there was only a "vague possibility" that the union side would consider calling off the strike before they had an improved pay offer.

He said he was "a bit surprised" at the more constructive and helpful attitude of British Steel. BSC was looking to find an agreement on the basis of the union document.

"We must be more hopeful that that has emerged," he said. "Extra police were called out to part fighting steelworkers when pickets invaded a meeting held at Corby, Northamptonshire, yesterday, to discuss a return to work (Our Corby Correspondent writes). Imports threat to jobs, page 2

Ayatollah dashes hopes of hostages' release

From Tony Allaway
Tehran, March 10

Ayatollah Khomeini, Iran's revolutionary leader, today ended all hopes of a quick release of the 49 American hostages held by militant students. The Ayatollah, who is recuperating from a heart ailment, also rejected a planned meeting of the United Nations commission with all the hostages without the commission first fulfilling an almost impossible demand.

In a statement broadcast by the state radio, Ayatollah Khomeini said that for the time being the five-man commission would only be allowed to meet those hostages Iran considers to be implicated in American spying in Iran, and that only for the purposes of interrogation.

The commission could meet all the hostages, the Ayatollah said, after it had "expressed its view about the crimes of the deposed Shah and interference of the aggressor United States."

Although the commission might be able to issue some sort of report on the Shah, the Ayatollah said, it would not be able to place the commis-

sion in an almost impossible position. Tonight, the commission, which had already reluctantly postponed its planned departure from Tehran last week, met Mr Sadeq Qotbzadeh, the Foreign Minister, to explore possibilities of rescuing the commission from failure. Mr Qotbzadeh said he would try to persuade the commission to stay on in Tehran for another two days.

But the Ayatollah's surprise statement, made after a meeting with members of the ruling Revolutionary Council, left both the Iranian Government and United Nations commission with hardly any room for manoeuvre.

The students holding the Americans inside the United States Embassy appeared to be elated by Ayatollah Khomeini's statement and declared that it had finally released them from their promise, made last Thursday, to hand the hostages over to the Revolutionary Council.

That promise was followed by an acrimonious public row between the students and the Revolutionary Council, in particular Mr Qotbzadeh, whom the students called a "liar".

The conflicting statements of the two sides could only have been broken by the Ayatollah, the one man the students are prepared to obey.

Their devotion was rewarded in the Ayatollah's statement, which referred to them as "Muslim and military students".

Although the Ayatollah called on Iranians to give unstinting support to President Abolhasan Bani-Sadr and the Revolutionary Council, the burden of his message could be interpreted as doing exactly the opposite.

The statement reiterated almost exactly the conditions set by the students last week before their dramatic shift of position last Thursday.

President Bani-Sadr was a noticeable absentee from today's Revolutionary Council meeting with the Ayatollah. Only on Saturday Mr Bani-Sadr had spoken in harsh terms about the students' refusal to allow the United Nations commission to visit the hostages.

In an article in the newspaper

Islamic Revolution President Bani-Sadr said he would rally the people to his support if the students stuck to their uncompromising position. By tonight, the only official reaction to the Ayatollah's statement came from Mr Qotbzadeh, who said tersely that it represented "a positive development".

He warned Iranians to be aware that "you have long years of struggle ahead" in the fight against "the aggressive East and criminal West".

The Ayatollah added: "We shall fight against the United States government until the end of our life and we shall not stop until we cut their hands from the region."

Washington rebuff: The United States today rejected the principal conditions set down by Ayatollah Khomeini for the United Nations inquiry panel's meeting with all the American hostages in Tehran.

Mr Rodding Carter, the State Department spokesman, said today that any interrogation of the hostages would remain "totally unacceptable" to Washington.—Agence France Presse.

Third British soldier shot in Germany

Osnabrück, March 10.—Guns shot and wounded a young British soldier here today in what could be the third Irish Republican Army attack on Rhine Army soldiers in recent weeks.

The soldier, whose name was withheld, was jogging along a road behind barracks when five shots were fired at him. He was taken to hospital, but was not seriously wounded.

British military police are cooperating with West German police investigating the crime.

The provisional wing of the Irish Republican Army has claimed responsibility for two similar attacks in the past four weeks and had promised to carry out more.

Colonel Mark Coe died last month after being shot outside his Bielefeld home and a fortnight later two attackers shot and wounded a British military police driver. Corporal Stewart Leach, in Münster.—Reuter and PA.

London Transport nakes record loss

Increases of 14 per cent for London Transport staff in 1979 were the main cause of a report issued yesterday to the Greater London Council. Bad weather, a shortage of drivers and worse traffic congestion also contributed to the loss. Mr Ralph Ingham, London Transport chairman, said the results were disappointing, but that reorganisation of operations under semi-independent district managers had contributed towards a continuing improvement in communications between management and staff and between management and passengers had got better. The number of complaints had fallen. Future plans of investment are the big worry facing the transport executive, as about £12m is being cut from its 1980 planned investment.

Legg award to NHS taff 'a disaster'

Increases of 16.7 per cent for basic rates, 17.3 per cent for helpers and 10.3 per cent for senior grades of ancillary staff in the National Health Service have been recommended by the Legg commission. One union called the award "an unmitigated disaster", claiming that it meant a salary decrease for the three grades.

Petrol short measure

Britain's petrol stations can legally deliver slightly less than a gallon under an EEC regulation recently introduced to allow for pumps which no longer be biased in customers' favour and large garages can benefit by many thousands of pounds a year.

BBC to pay damages

The BBC must pay damages to eight writers for using material from scripts by writers in a book, *Exploitation*, without their agreement and without their consent. The court agreed in the High Court to the damages Master assessing the damages.

Victory for Basques

oters in Spain's Basque provinces gave three nationalist parties an overwhelming majority in the country's first home-rule parliament. The election was a severe defeat for the country's ruling party, the Union of Democratic Centre.

Must have been left on a bus that never came.

L.T. LOSE £15M.

February price rise of 2 pc for industry

Prices paid by industry for fuel and raw materials rose by 2 per cent during February, bringing the annual rate of increase over the past six months to 36 per cent. Factory gate prices went up by 11 per cent, pointing to annual wholesale price rises of 17 per cent.

Anti-dumping talks

Viscount Edeane Davignon, European Commissioner for Industry, begins talks in Washington today aimed at averting anti-dumping action against Community steel exports to the United States. Such action could cause hard-pressed steel makers in the Nine loss of sales of up to \$1,000m (£460m).

Lebanon: Major-General Erskine, United Nations commander, calls on world to intensify pressure on Israel to abandon military support for Christian militias.

Legal tangle: Fall from power of former President Idi Amin of Uganda has resulted in French ships being held in a Libyan port while damages are sought from South Africa.

Arab Banking and Finance: A 10-page Special Report on the role of the banks and other financial institutions in the recycling of Arab oil surpluses.

Classified advertisements: Personal, pages 23, 24; Apartments, 21-23; Salerooms and antiques, 22.

Sport, pages 10, 11

Olympic Games: Sports Council support Moscow boycott; Football: FA Cup semi-final draw; Rugby Union: John Player Cup draw; Snooker, page 14

Mrs Gladys Cuthbert, Professor H. C. Youde Business News, pages 15-21

Stock Markets: Oils continued to retreat providing for dull conditions among equities. Glits held firm and the FT Index fell 3.4 to 422.3

Financial Editor: Judging the dollar's turn; Rolls-Royce Motors holding the dividend

Business Features: Peter Hill on the long hard road for British industry; Ronald Kershaw on the fishing industry's fight for survival; Michael Baily looks back on the heyday of London docks.

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'More forgeries due to easier divorce laws'

By Craig Seton

The easier divorce laws are leading to an increase in forgery by the parties involved, counsel said in the Family Division of the High Court yesterday. A decree nisi obtained by a woman was void because she had forged her husband's signature.

Mr Bernard Hargrove, counsel for the Queen's Proctor, who investigates irregularities in matrimonial cases, told Mrs Justice Heilbron that he had seen five such forgeries in the past three months, but that there had been no prosecutions.

Mr Hargrove said Mrs Patricia Serra had obtained a decree nisi in November 1977, through the "Quick" special procedure under which neither party need attend court. She had managed to obtain from her solicitors documents for her husband's signature on a receipt and had falsely sworn that it was his.

Mrs Serra's own solicitors found out about the forgery and informed the Queen's Proctor. The decree nisi was set aside and an order for costs was made against Mrs Serra.

After the hearing Mr Hargrove said: "The more administrative approach to granting a divorce has probably encouraged an increase in the number of cases of forgery."

Another counsel said yesterday that the "quick" divorce

procedure had altered the whole basis of divorce from being a judicial matter to an administrative one. He added: "It is not far removed from making an entry in a building society book or something like that."

The law had been made easier by the Divorce Reform Act of 1969 and the special procedure system. Forgery could be used by either party, depending on which one wanted the divorce the quickest.

He continued: "It is a defect of the new system. There is now no legal aid for it and no trial, merely an administrative official looking at documents and then just a declaration in open court without any cross-examination."

He described the volume of divorces as huge and said they had more than doubled since 1969. At the same time, the Queen's Proctor's department had a much smaller staff and surveillance of irregularities was, therefore, more difficult.

It was probable that many cases of forgery slipped through the net as the number of divorce cases decided "on the nod" increased.

Those who used forgery in divorce cases were open to prosecution on two counts: first, the forgery itself and, because affidavits were sworn identifying signatures, for perjury. The police have a discretion over possible prosecution and, apparently, are more likely to give a caution.

Tito doctors find no new decline

Belgrade, March 10.—President Tito's eight physicians today said only that, "during the past day there have been no signs of deterioration of the general state of health of President Tito."

Plans for the May 25 annual celebration to mark the Yugoslav leader's birthday are in full swing, however.—AP and UPI.

Royal duke's baby named

The Duke and Duchess of Gloucester announced yesterday that their third child, born a week ago, would be called Rose Victoria Birgitte Louise, and would be known as Lady Rose Windsor.

The baby, 12th in line for the throne, left St Mary's Hospital, Paddington, with her mother on Saturday. The Duke and Duchess have two other children,

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0604 34734

District councils oppose powers of police chiefs to veto processions in evidence to MPs

impact on public order and police resources."

But the county councils thought that provincial police chiefs might agree to the idea that, like their metropolitan colleagues, they should have direct recourse to the Home Secretary for a ban.

Mr. Gifford, however, does not favour this. There is not a clear, logical basis for regarding the Home Secretary as superior to the police. If a politician, just as are the elected members of district councils who are involved at present."

Instead, he suggested, the police authority was the most suitable arbiter of whether a ban should be imposed.

Some district councils criticized the dramatizing by the media, especially broadcasters, of isolated violent incidents on otherwise peaceful occasions.

Mr. Gifford said that if meetings should be required to take out adequate insurance against possible damage.

before the society's general committee last week. The motion, supported by nearly 60 signatures, argued that letting the ball to the Front contravened standing orders.

Those orders state the accommodation shall not be let to any person or body for purposes other than to store or display the objects of the society, or to any person or body persisting in conduct detrimental to the society.

One of the signatories, Lord Brockway, said: "I have always taken the view that the South Place Ethical Society was a humanist church and therefore its premises should be used only for ethical purposes. The National Front is a denial of our basic convictions and we should not therefore give facilities to it."

The motion, defeated by eight votes to five, came about after Camden Borough Council refused to make a grant to the society, running at an annual deficit of £5,000, while it was the Council's duty to let the Conventry Hall to the National Front.

Councillors argued that such a grant would contravene the council's policy, which does not allow grant-aided premises to be let to the National Front.

(ASTMS) the trade union to which the technicians belong, claim that their members would therefore be paid less, for night-work than they earn during the day.

The health board said last night cut-they had left it to the consulting haematologist to decide how best to operate their resources throughout the evening and night.

Blood specimen from some hospitals would be referred either to the Western Infirmary or the Royal Infirmary. It would be for the consultants to provide the service and decide priorities. That means that heart and abdominal operations which may need post-operative blood transfusions cannot be carried out in the afternoons.

A spokesman for the Home and Health Departments in Edinburgh said they had received letters from the greater Glasgow board pointing out the gravity of the situation. Nothing else, however, had changed, apart from the technicians refusing to carry out blood tests after 5 pm.

to be extradited

By Nicholas Timmins

Two officials of the Church of Scientology are to be extradited to the United States, the Home Office announced yesterday.

Mrs Jane Kember, a British citizen, and Mr Morrison Budlong, an American, are wanted to face charges of burglary after the theft of documents from the United States consular offices in Washington four years ago. Arrangements for their removal to the United States, probably on Thursday, are being made.

They are to be charged with the theft of a photograph which contains information about the church.

The pair were committed for surrender at Bow Street magistrates' court in May, 1979, but applied for a writ of habeas corpus. Leave to appeal to the House of Lords for such an order was refused on February 7 last.

A spokesman for the Church of Scientology said yesterday that it believed the United States Government's motives for the extradition request were political.

Land prices up 43pc

Prices paid for private housing land in England and Wales rose by about 43 per cent during 1979, according to Department of Environment figures.

children returning for the Sunday morning session of the Red Rebel conference had found the polytechnic locked. "It did not matter too much because, after all, we were going to do as we were told," says one of the all we were going to do was join the TUC march against the Government", Mr Ashton said.

About 100 members of the union took part in the TUC demonstration.

The union, which claims to have 10,000 members in secondary schools, was formed in 1971 to replace the school corporal punishment and other forms of discipline in schools. It is not recognized by the National Union of Teachers and has been banned from many schools.

Its magazine, *Blot*, frequently has been the subject of complaints by teachers and mem-

Accordingly, Labour MPs have tabled amendments in an attempt "to control the wildest excesses of the Bill".

It was anomalous, Mr Moyle said yesterday, that on the one hand the Government should take the view that smoking can damage your health and on the other offer tobacco products as prizes in raffles.

He said he was urged by hospitals in the use of alcohol and yet hospital management committees would be offering alcohol as spot prizes at dances and in tombolas.

Mr Moyle thought that the clause would enable a large group of public bodies to raise money for the funding of the National Health Service by "selling" alcohol.

Under the 1977 Act, health authorities have no power to engage in activities intended to stimulate the giving of money or other property to assist the authorities in the provision of its services. Clause 4 would change that.

that Wales faced a crisis, he indicated that precise answers were not always possible but the cause of factors sometimes lay beyond the control of the Government.

At one stage a slightly exasperated member asked whether the civil servants could give him a "kinky-gravy" answer. He was told that the answer for Anglesey, committed to him by the Minister, Keith Best, the Conservative Minister for Anglesey, indicated a slight indiscretion which he asked whether Mr. Nicholas Edwards, Secretary of State, would be able to "kinky-gravy" the answer.

Sir Hywel said he could not answer for the minister but he considered himself to be a Welsh card who could give his own answer.

One farm factor that emerged was the disclosure that some Welsh Office strategists believed that Welsh unemployment could rise by 33,000 to 125,000 as a result of the steel industry. Sir Hywel said that was a pessimistic forecast.

been a big feature in industry's worries about the long-term effects of the strike, but British Steel's chairman, Sir John Goss, says that the company's negotiations with union leaders today in the knowledge that industry is still maintaining production at reasonably high levels.

Latest soundings taken by the CBI among car representative cross-section of manufacturing and construction industry suggest that the industry's output in the second half of last week production rose slightly from about 95 per cent to nearly 96 per cent of what it would have been for the second half of last week.

Industry's stock position has not changed substantially. Most companies estimate that supplies of raw materials and production for at least another three to four weeks.

just before the Southend, Essex, by-election, where polling took place on Thursday.

While Conservatives are not happy at the increase in their margin of unpopularity, it is felt it comes within the "comfort zone" as far as the by-election is concerned.

Nor is there any real fear about the size of electorate believing that matters will get worse, the argument being that the Government is getting across the message about economic difficulties.

NOON TODAY Pressure is shown in millions **FRONT3 Warm Cold Occluded**
 * Symbols are on advancing edge

Sun rises : 5.59 pm
Moon rises : 11.38 am
2.47 am 16.05 am

New Moon Moon sets :
Lighting up : 6.29 pm to 5.51 am
High Water : London Bridge.
Low Water : 1.50 pm 5.40 pm
Avonmouth, 12.26 am, 9.7m ; 1.7m
9.7m, 9.7m ; Dover, 5.2 am, 5.2m ;
5.2 am, 5.2m ; 1.50 pm, 1.50 pm
1.50 pm, 1.50 pm 5.28 am, 7.5m ;
5.28 am, 7.5m.
1m = 3.2805 ft

Troughs of low pressure will
move across most areas.

Forecast for 6 am to midnight :
London, East Angles, E. Mid-
lands, Wales, S. England, S. Wales
Light night rain in afternoon and
evening ; wind W, moderate, and
fresh ; temperature 45° to 51° F
(5° to 52° F).

W. Midlands, Borders, central N.
W. England, S. England, Channel
Islands : Cloud soon thickening to
drizzle ; a little rain ; wind W,
moderate but hill fog ; wind SW,
moderate to fresh ; max temp 9
(5° to 52° F).

SW. England, Wales :

fog, wind SW, temp 10° to 12° C (50° to 54° F);
 Isle of Man, Orkney, Shetland, Glasgow, Central
 Highlands, Moray Firth, rain, NW, wind SW, temp
 fog, wind SW, strong, rain, NW, wind SW, temp
 severe gale in exposed places; many gales to 52° F;
 Edinburgh, Dundee, rain, NW, wind SW, temp
 Occasional rain, some bright and dry intervals;
 dry intervals; wind SW, strong, rain, NW, wind
 temp 9° to 12° C (50° to 54° F);
 (48° to 52° F);
 Argyll, NW Scotland, N Ireland, rain, NW, wind
 and clear after hill fog, dried, NW, wind SW, temp
 gale, locally severe gale, veering to 52° F;
 temp 9° to 11° C (48° to 52° F);
 Outlook for tomorrow
 some rain at first, cloudy with
 colder weather spreading S to at least
 part by Tuesday;
 S, passages S North Sea, NW, wind NW, fresh to strong, backing
 ing W, moderate; sea rough;
 Strait of Dover, English Channel,

[illegible]

The National Federation of Building Trades Employers is assisting the claim for consolidation into basic rates of a guaranteed minimum bonus, which would be calculated on a sliding scale.

Meanwhile, the TUC has written to Mr Michael Heseltine, Secretary of State for the Environment, protesting about government plans to abolish the construction industry Manpower Commission.

Building unions say that the move, together with proposed amendments to the current tax laws, would be a blow to the industry, would lead to a further increase in "jump" labour, or one-man subcontractors operating without normal insurance and tax reductions.

Continued from page 1

though he was not there, because he had a fantastic personality."

The Prime Minister suggested instead that British ministers would sit tight in their chairs at all meetings "fighting our corner because we must have justice."

"We are entitled, as any partner, to justice," she said firmly. "Yes, we shall stay in the chair. We shall go on fighting our corner in each and every aspect that comes up in the Community. We must in fact have education in the Community since 1980-81 and it must in fact continue for the successive years because the imbalance gets even worse."

Several times Mrs Thatcher seized the opportunity to go on to the subject of the Community not attempting to extract more from the Community than it was putting in. "We are not asking to take a penny, piece of the Community," she said. "Not at all. What I am saying Britain will cover every single thing that the Community spends in Britain and that we will of course make a

The charge alleged that Mr Foster, being an agent of the Committee of the Ripon Canine Show on May 1, 1978, corruptly agreed to accept for himself from David Stevens £100 as a inducement or reward to show favour to Mr Stevens.

**Cat that got
the
cream**

This early 20th century
Wemyss cat is smiling
because he realised £400
when included in a sale
at Sotheby's Belgravia.

A specialised sale of
Wemyss-ware is planned
for the autumn and entries
can still be accepted for
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Government policies matter more than image

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Mr Howell—I am aware of this concern which was expressed to

In all this work the special patrol group has been successful and, in particular, has made a

Lady Young, Minister of State for Education and Science, said local

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try out the proposals and who thought the proposals were right. The amendment was rejected by 13 votes to 60—Government majority, 63. The clause was agreed to.

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Arab banking and finance

Changes in recycling oil funds needed

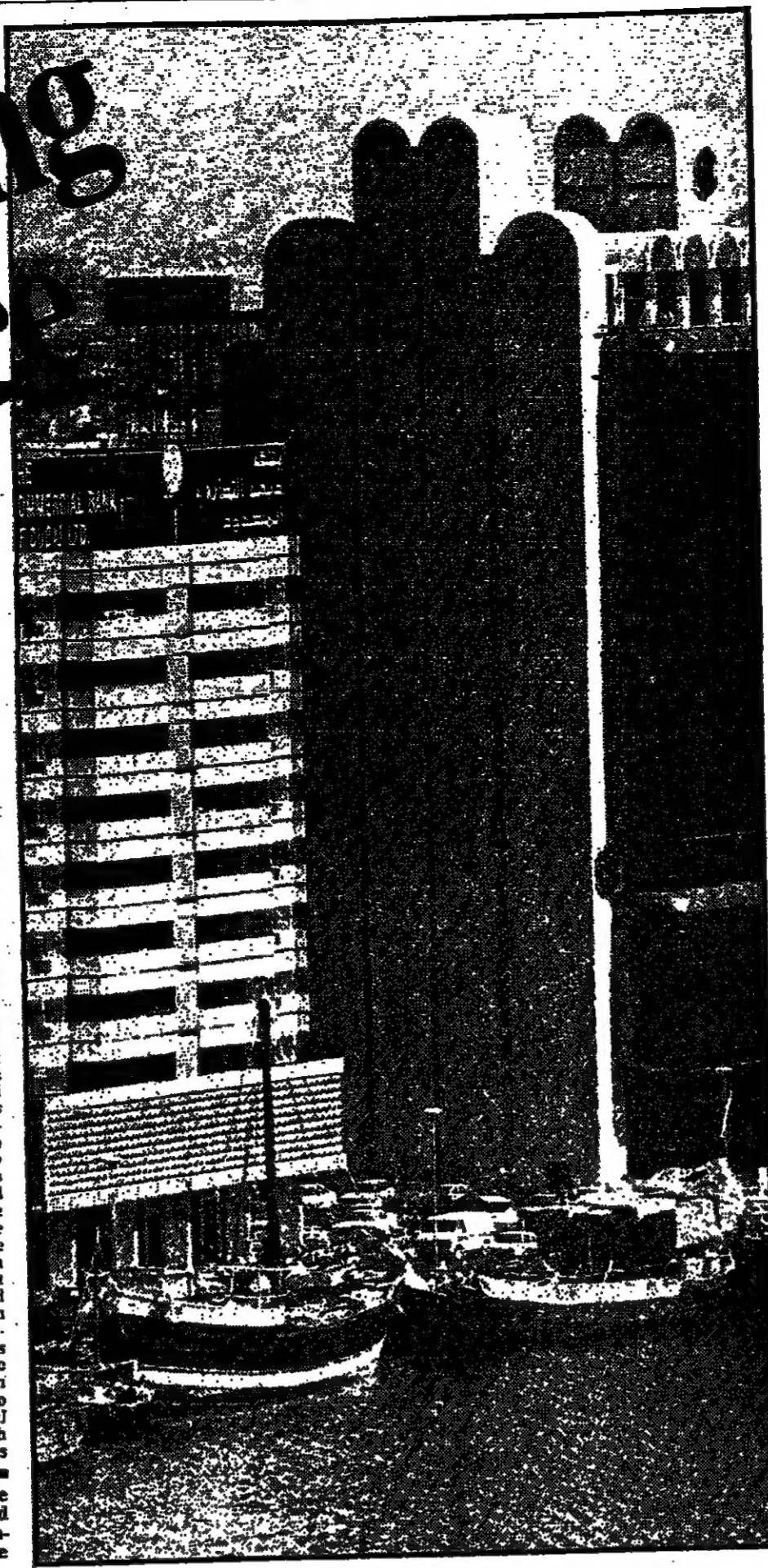
opening with the huge payments earned by 1973, an Arab phenomenon. For every surplus there is a deficit somewhere else; the role of the international financial system throughout the 1970s was to funnel money back from the Opec nations with surpluses to the developing and industrial countries which had deficits. By a roundabout route, the Opec countries were allowing the rest of the world to buy oil on credit. The technical term for this "recycling" of funds is "recycling" and most of the task in the past seven years has been done by the international banks, with American banks firmly in the lead.

No one could deny that they performed this task with great efficiency. Large sums of money were channelled to the developing countries which were the hardest hit by the oil price rises. When, in the late 1970s, there were some signs that the American banks were worried about becoming too involved in the business of refinancing the banks of other countries such as Germany and Japan, it was stepped in to fill the gap.

The commercial banks have been the main intermediaries between the Opec countries and the rest of the world. But there are now signs that, just as that role is becoming more important, the banks are deciding that they cannot go on fulfilling it.

The most difficult problem for the banks is that of success. They have attracted so many Opec deposits that the ratio between the funds which they manage and their own capital has got badly out of line. Banking is all about prudence; and prudent banking requires that banks should have adequate equity capital to cover the risks that flow from lending. The main American banks have faced a difficult squeeze over the past few years. At the same time as their deposits have been swollen by foreign money, they have found it very difficult to expand their equity base through issuing new shares. The increased foreign business has meant rapid growth for the banks, but it has not been particularly profitable. So the United States financial market, which takes a tough view of these things, has

The fast-changing face of Dubai's celebrated Creek. New commercial institutions loom over the traditional trading craft.



been unwilling to take up share issues.

There are unconfirmed suggestions that some banks have actually been turning away money offered to them by Opec depositors. That may be just a response to short-term problems of banks' balance sheets. But there is no doubt that in the coming years there will be a much greater resistance by banks to the seeking out of Opec funds.

This will be matched by a growing reluctance to lend on to developing countries. It is not just the overall size of their deposits from Opec countries which is beginning to worry the banks. It is also the way in which their lending is beginning to look unhealthily concentrated on a few, rather risky countries.

The internationalization of American banks was one of the most striking banking phenomena of the last decade. At the beginning of the 1970s, foreign assets accounted for about 11 per cent of the total assets of American banks. At the beginning of the 1980s, the figure was up to a third. But even that is an underestimate. For it includes a whole range of small banks whose horizons do not stretch outside their own town, let alone their own country. For many of the biggest banks, which are the ones which count in international lending, more than half their assets, including loans, are now overseas.

Nor are these overseas loans widely spread. For the United States banks, seven big borrowers accounted for 45 per cent of the total loans to countries outside the Group of Ten biggest industrial nations. In banking terms, those countries, including the biggest borrowers like Brazil, now have too big a proportion of the banks' funds.

Into this picture of growing difficulties for the world banks, the crisis over Iran has injected a new and much more intense uncertainty. The dominant means of financing developing countries in recent years has been the syndicated loan, in which a number of banks club together to put up money for a country which seeks to borrow. The whole basis of these loans has now been called into question by the repercussions of United States sanctions against Iran. For because some American banks froze Iranian assets, loans made to that country did not have interest paid on them and moved technically into default. This puts in question the whole concept of the syndicated loan.

All of these factors have led the commercial banks to argue that they cannot be expected to carry the burden of recycling oil money to the same extent in coming years. The clear conclusion which follows is that if the private banking system cannot perform the task, official mechanisms will have to be found. The International Monetary Fund has, by past standards, considerable resources at its disposal. But the resources are not large compared to the tasks which it will face in the years to come.

If the official bodies do not succeed, we face a series of defaults by developing countries which could have very severe repercussions for the whole of the international banking system.

David Blake
Economics Editor

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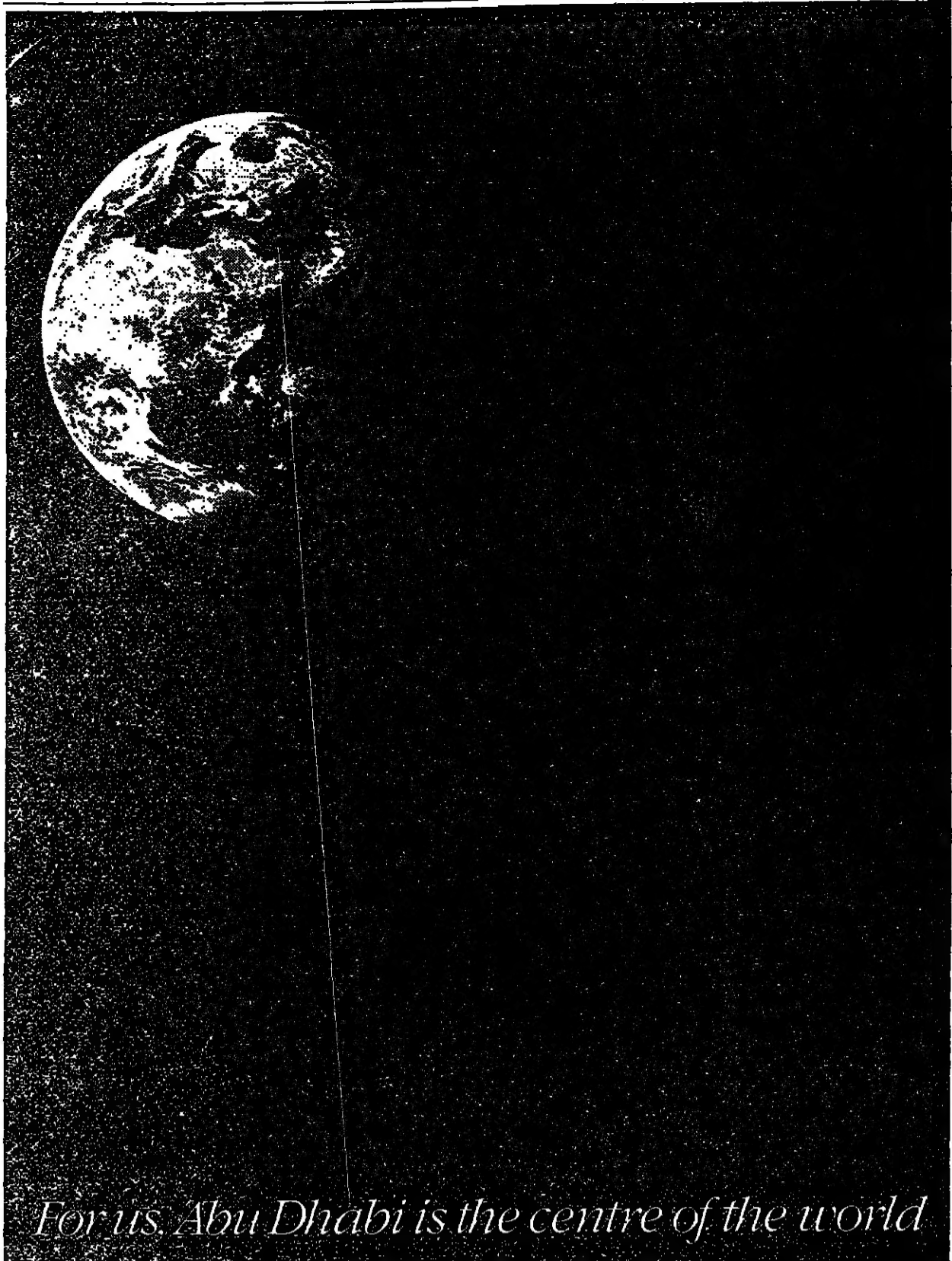
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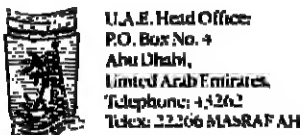
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A street banker in Al Manamah, Bahrain, one of an intricate network of dealers offering a personal service.

A fast flexible service for the man in the street

About a month ago, when the Israeli Government turned its pounds into shekels, anxious Israelis, uncertain as to the value of their new money, hurried along to the Arab money-changers in the old quarter of East Jerusalem. On arrival, they found the little shops shuttered and deserted. Arab money-changers, like the famous Saudi Arabian family of al-Rajhi, have been in business long enough to know an unnecessary risk when they see it.

Had the shops been open that day, however, their service would have been much more complete than the modest premises might indicate. Ever since the dawn of Islam, the Middle East has been covered by an intricate network of personal connections. In the nineteenth cen-

tury, when the trading currency of Eastern Arabia was the Indian rupee, it was possible for a merchant in Muscat to cash a bill on a merchant in Dubai with confidence. Every day, the messengers from Muscat set out across the desert to present their claims on merchants in the Trucial States and as far afield as Kuwait and Basrah.

Much of that network survives to this day. It is estimated for example that North Yemen earns about \$1,000m a year from citizens working in Saudi Arabia. But the figure is only an estimate because it all passes through the hands of the Yemeni money-changers, and appears nowhere in the national accounts. Adhering to the old Sharia laws prohibiting interest, money-changers throughout the Arab world provide a speedy, flexible, and reliable service, with a turnover of millions of dollars.

If one is considering banking and financial services in the Arab world as they affect the ordinary person, it is important, therefore, to remember that banking in the Western fashion is both recent and still outside popular needs and experience. The kind of institutions which catch the eye, whose glossy facades line the streets of Dubai or Amman, or interestingly of European and American cities, are essentially the link between big business inside and outside the Arab world. Their services are useful to the rich, but much less accessible to the majority, who are cash-oriented.

This is not to say that Western financial institutions are not firmly established in the region. Far from it. As the impact of the European powers on the Middle East became irresistible after the First World War, several banks emerged to meet the needs of trade. Then, as now, they fell into two groups: those which were extensions of Western companies, such as the ubiquitous British Bank of the Middle East, almost a synonym for banking in the region; and indigenous banks, the best-known being the Arab Bank, started by the Shoman family in Palestine in 1930, and the National Commercial Bank, founded in Jiddah nine years later.

Outside the Middle East both these institutions, important enough in their way to rival the giants of Western banking, remained obscure until the oil boom of the last decade. Since then, the old houses have expanded rapidly alongside the new, spawning a multitude of bodies: commercial banks, investment banks, stock markets, and even a few insurance companies. Not all countries have participated in the boom equally, however. Either they had no oil, as in the case of Morocco, Tunisia, Egypt and Jordan (though the last two have recently become minor producers) or they had long since nationalised the banks and abolished other financial institutions. The banking and financial explosion of the 1970s is exclusively the preserve of Arabia, Iraq, and service centres such as Beirut, until 1976, and subsequently Amman.

Where the boom has occurred, it has been spectacular. Bahrain now boasts about 60 offshore banking units, and is the main meeting point in the region for bankers from all over the world. With OBU assets worth about \$25,000m, the island is one of the biggest centres internationally.

Although Bahrain has undoubtedly gained from the sad demise of Beirut, now

almost wholly fallen from glory, it would in any case have been strategically placed to finance Gulf trade and to handle personal and public fortunes from oil. Across the water, Dubai has retained its reputation as a merchant's paradise by liberally issuing banking licences to local businessmen. Three years ago, unfortunately, the policy led to some near-failures and a number of banks were forced to close their doors temporarily. After a series of difficulties affecting the UAE Currency Board, the emirates never recovered in the race with Bahrain for business. A central bank has yet to be set up.

Overshadowing both these centres are the untested financial giants of Kuwait and Saudi Arabia. Both are awash with liquidity, but the banks can only sit and watch their assets grow as the government restricts their activity outside the country and excludes foreigners. The National Commercial Bank's assets soared to 33,449m rials (\$4,367m) in 1978, with a further substantial increase expected in 1979, partly because of the Saudi Arabian Monetary Agency's conservative reserve requirements, but also because outlets for capital at home are small. Major development invest-

ment is financed by the Government, while those merchants who place their money with the banks are often prosperous enough not to need bank capital. Nevertheless, some outlets have been found overseas. Arab banks, including consortium banks such as Union des Banques Arabes et Françaises and Banque Arabe et Internationale d'Investissement, have been very active on the Euro-markets. Loans were made last year to Sweden, the Philippines, IBM, the Royal Bank of Scotland, Portugal, Indonesia, Panama, the national power company of Iceland and Petrobras. The Gulf International Bank, which is based in Bahrain and equally owned by the governments of Bahrain, Iraq, Kuwait, Oman, Qatar, Saudi Arabia, and the UAE, is managing or co-managing loans running at about \$3,000m a year.

Kuwait is the home of an expanding international bond market dominated by Kuwaiti dinars. Last year saw 13 issues, valued at KD105m. At the moment, however, the market is struggling a little in the face of high foreign interest rates. The emirate also has a stock market, but it is not much more than a diversion for rich merchants because

only a handful of Kuwaiti companies are quoted. Without doubt, banks and investment institutions such as dominating business. Kuwait have developed rapidly in the new circumstances. But so far have not generated the which are innately Arab. On the contrary, so-called have they often to gain international reputation, that some ban say the real centre of banking is in Europe America. Only Islamic banking, which has grown in quantity, is a real alterna but that is not exclus Arab.

The main demand Arab banking is to pro a link with the countrie which clients can in their burgeoning form. All institutions which not strictly banks, like Sharjah Group, are also mainly directed to that. Sheer financial resou will probably ensure i national acceptance, as tinct from just makin mark. But to realize t full potential Arab b will have to break free i their governments. M while, the msa in the st will go on visiting friendly local mo changer.

Michael Pr

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Gulf International Bank was involved in managing loans and issues in excess of US\$7,000 million during 1978 and 1979. In addition to 54 management positions, which include those listed above, GIB participated in a further 40 syndicated transactions. Borrowers were located in 33 different countries. These statistics demonstrate Gulf International Bank's

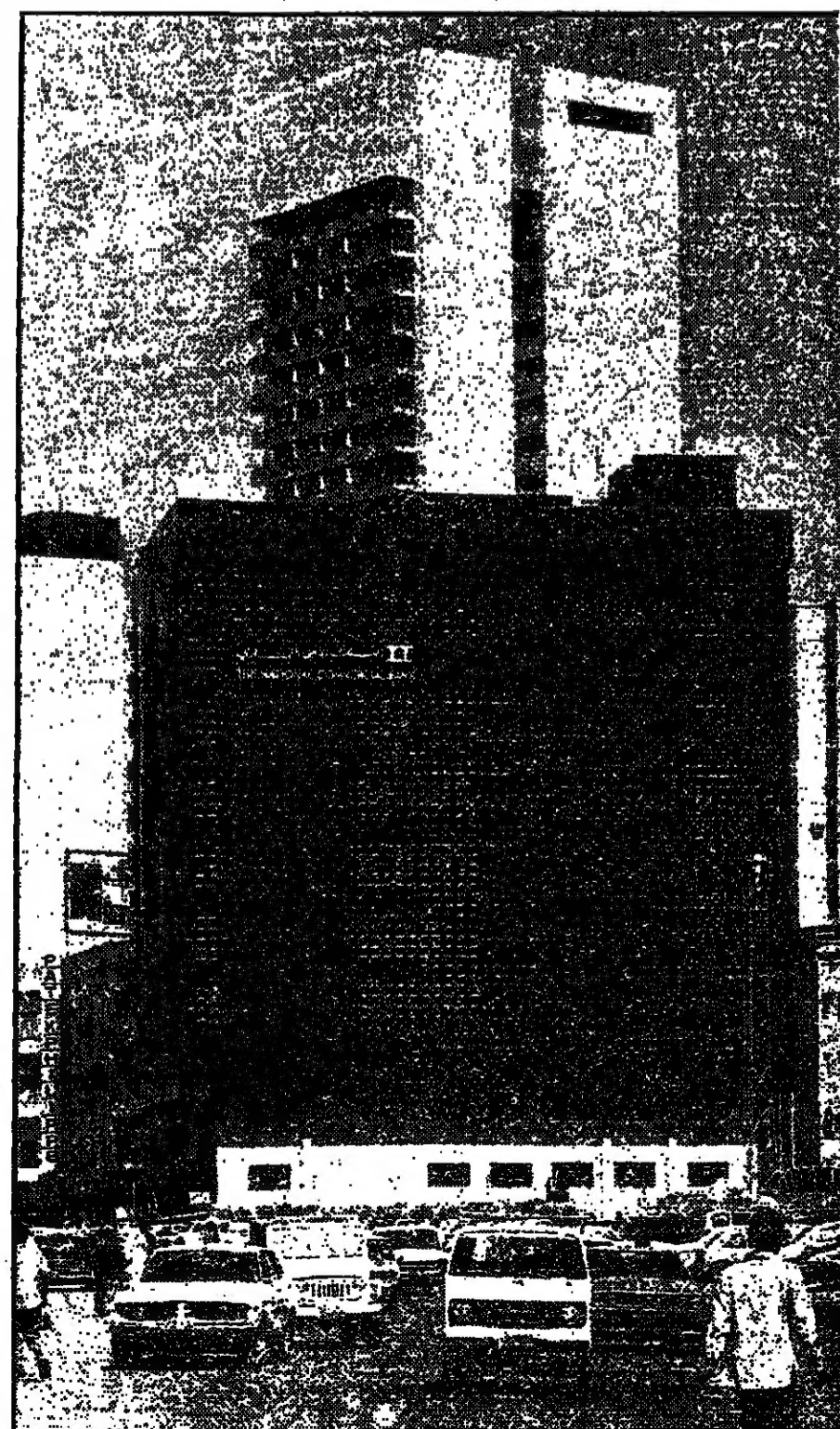
commitment to serve its customers internationally and its wide acceptance as a professional syndication bank by borrowers and fellow-lenders the world over. Gulf International Bank is directly and equally owned by the Governments of Bahrain, Iraq, Kuwait, Oman, Qatar, Saudi Arabia and the United Arab Emirates. Assets as at 31st December 1979 exceeded US\$1,400 million after only three years of operations.



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The radiator grill facade of the National Commercial Bank, in the centre of Jiddah, one of the indigenous banks which are meeting the demands of the trade boom.

OVERSEAS

Uninspired candidates set Florida talking of icicles and oranges

From David Cross
Miami, March 10

After the snows of New England, presidential candidates used to find it very agreeable to travel to the sunny state for one of the country's first southern primaries.

After all, Florida was the state which helped to thwart the ambitions of such presidential hopefuls as Senator Henry Jackson, Mr. Hubert H. Humphrey, Mr. Edmund Muskie. In 1976, it played a major role in the securing of nominations for Mr. Jimmy Carter and Mr. Gerald R. Ford. Both men pulled ahead of their major rivals here.

This year, however, things are different. The various presidential candidates have hardly been seen in the state, except on television. And the professional politicians are none too pleased about what has developed into something of a presidential backwater.

The voters are more interested in talking about the sudden frost last week which left icicles hanging from the orange groves, than the likely outcome of tomorrow's primaries.

The reasons for the general apathy which has surrounded the race to the White House here are clear. With the exception of Mr. John Anderson, the liberal member of the House of Representatives from Illinois, those candidates still competing for their party's nomination are regarded as too uninspiring to awaken any great passions.

Most important of all, the likelihood of an upset when the votes are counted tomorrow is fairly remote. Mr. Bush, who has long ago decided that the two front runners, President Carter and Mr. Ronald Reagan, the former Governor of California, will simply reinforce their positions.

The only real question which remains is how well Mr. George Bush, the former Director of the CIA, will fare. He has long been perceived as Florida's best bet in the South and he has spent large sums of money to build up a political organization in the state.

Much of the groundwork for his campaign here was laid last autumn when Florida Republicans held a series of party caucuses to demonstrate their preference for the presidential nomination. In the non-binding straw poll, Mr. Bush finished a surprisingly strong third behind Mr. John Connally, the former Governor of Texas who withdrew from the election campaign last night after his poor showing in South Carolina.

Recent opinion polls here have shown that Mr. Bush's powerful finish last autumn and early successes this year have carried through in the latest indications that he might even beat Mr. Reagan, however unlikely this still appears, persuaded him to readjust his campaign schedule at the weekend to that he could spend a couple of days canvassing votes in the various parts of the state.

Yesterday he spent a couple of hours tramping the streets of Lytle Haven, the Cuban exile colony in central Miami, wearing a flashy white Spanish-style casual shirt and speaking to passers by in halting Spanish. The Latin American community was celebrating one of its carnivals and Mr. Bush rose

to the occasion by unveiling his impeccable conservative credentials.

"I will not be taken by Fidel Castro (the Cuban leader)", he told a cheering crowd who had stopped dancing when one of Mr. Bush's campaign aides grabbed the microphone from the lead singer of a Cuban rock group. "I am for a strong military and for the CIA", Mr. Bush added.

His Republican rival also found time to take advantage of the festivities. Accompanied by about 500 voters, Mr. Reagan, the former governor laid a wreath in front of the Bay of Pigs monument and condemned President Carter's policy of "accommodation" with Mr. Castro.

Mr. Bush and Mr. Reagan were the only two Republican candidates to try to campaign here in recent days. Mr. Anderson, who emerged as the only other leading contender from last week's primaries in Massachusetts and Vermont, toyed with the idea of coming here but preferred instead to concentrate his effort on next week's primary in his home state.

On the Democratic front, Senator Edward Kennedy graced Florida with his presence for just one day. When it became abundantly clear that he had no hope whatsoever of winning any significant headway here against President Carter, he switched the focus of his campaign to Illinois and New York.

In last autumn's straw poll among Florida Democrats, Mr. Carter trounced Mr. Kennedy by a three-to-one margin and that was before Mr. Carter's new found popularity in the wake of the crises in Iran and Afghanistan.

Some politicians here believe that Mr. Carter's huge gifts on the Middle East in the United Nations Security Council will lose him votes among the older New York Jews who have come south to retire.

Two other southern states also hold their primaries tomorrow and there is little doubt who the victors will be. Mr. Reagan and Mr. Carter will both win handsomely in Georgia and Alabama.

Ford popularity: Former President Gerald R. Ford leads Mr. Ronald Reagan 73 per cent to 32 per cent among Republican voters asked which candidate they would prefer for the presidency this year, in a poll published last night and conducted for the ABC Television network by the Louis Harris organization (Patrick Brogan writes from Washington).

Among Republican voters, Mr. George Bush comes third, with 12 per cent and Mr. John Anderson fourth, with 10 per cent. When Republicans and independents are pooled together, the figures are Ford 33, Reagan 27, Anderson 15 and Bush 14 per cent.

The same poll shows Mr. Ford comfortably ahead of President Carter, 54 per cent to 44. But Mr. Reagan far behind him, 40 per cent to 58.

South Carolina Primary, Table of Results

Reagan, 78,654 votes (54%)
Connally, 43,040 votes (30%)
Bush, 21,458 votes (15%)

Mr. Reagan won all 25 delegates to the Republican National Convention.

China's aging leader urged to hand power to young

Peking, March 10.—China's Communist Party newspaper today called for aging Chinese leaders to hand over power to younger people in order to ensure a stable succession.

The People's Daily said in a front-page editorial that "old comrades" had a responsibility to pass on their experience to younger cadres so they could carry out China's modernization programme.

"A good way to pass on experience is to let a batch of selected young people occupy the front line while old comrades withdraw to the second and third ranks", it said.

The editorial emphasized the importance of collective leadership, and gave a warning against promoting biased people or opportunists who would agree with anything just to get to the top. It said the party's emphasis was on individual succession, not collective succession. It said, adding that there should be a smooth and stable transition and not an abrupt change.

Quebec in run-up to referendum on future

From Anne Penketh
Montreal, March 10

The referendum debate in Quebec opened last week. It was the start of a process which will culminate in June, when Quebecers will be formally consulted for the first time in their history, on the future of their province in the Canadian federation.

The Referendum Act, passed in June, 1978, provides the legislation enabling the Government to hold a referendum and sets out the rules governing the referendum period. Once the final text of the question has been adopted, committees for the "Yes" and the "No" votes will be formed and led by members of the Legislature who register in favour of one or other of the options.

Hence if Mr. Pierre Trudeau, the Prime Minister of Canada and a voter in Quebec, came to Quebec to support the "No" vote, he would have to do so through the appropriate committee.

The debate now taking place in the Legislature, with a 35-hour time limit spread over three weeks, is in theory on the question itself, but the Parti Québécois has been taking advantage of television to advance its arguments for what it calls "sovereignty association".

It has been left to the Liberal opposition to criticize the wording of the question which Mr. Claude Ryan, the leader of the "No" committee, called "dishonest and fraudulent". He proposed that its long preamble, which defined sovereignty association, should be simplified if not eliminated, and that voters should be given a straightforward option.

Mr. René Lévesque, the Quebec premier, opened the debate with a rather subdued speech in which he outlined the historical perspective of the sovereignty association and reassured voters that a "Yes" vote in the referendum would not effectively abolish Canada.

All the Parti Québécois members have taken their cue from him, pointing out the advantages of a politically sovereign Quebec that would still maintain economic links with the rest of Canada.

In a carefully plotted strategy the Parti Québécois concentrated for the first week on economic affairs and will move on to discuss the constitution this week.

Alotted half the time given to the PQ, the Liberals have been less organized and concentrated in the debate on the statements made by their opponents, but two seams have nevertheless emerged. The first is that the question itself is biased in favour of sovereignty association.

"There is no reference to the fact that a 'Yes' would lead to a rupture with the federal system", Mr. Ryan said. The second main theme developed by the Liberals emphasizes the advantages of belonging to the federation on the understanding that some revision is made in the future to revitalize provincial-federal links.

Tobacco crop ruined

Havana, March 10.—Cuba normally a tobacco exporter will have to import the commodity this year because blight mould disease has left only 10 per cent of the crop intact. President Castro said last night.

Already in America people are as suspicious of television as they are of their politicians

Los Angeles: booming city on the electronic frontier

From William Rees-Mogg
Los Angeles, March 10

Despite an incipient recession, high inflation and an 18 per cent crime rate, southern California is still a boom area. Last Sunday's Los Angeles Times ran to 522 pages, divided into 23 different sections.

In the real estate section, one agent was offering three houses in Beverly Hills priced at more than two million dollars. The publisher, Mr. Otis Chandler, who is to be succeeded by Mr. Tom Johnson next month, announced on the front page of the business section a \$215m expansion programme, including the construction of a second estate building in the San Fernando Valley, and conversion to offset printing at the downtown Los Angeles plant.

"Offset printing", the announcement states, offers "faster, more flexible type setting and composition methods, and clearer, cleaner appearance of newspaper".

The prosperity and growth of the Los Angeles Times reflects the prosperity and growth of the Los Angeles community. The Los Angeles Times is, however, one of the few American papers that has used its position as a double-edged sword: international and more serious coverage.

The lead story last Sunday was written from Beirut on the relationship between the European Community and the PLO. Immediately under the lead was a double column story from William Tuby, their staff writer in London, on Mrs Thatcher's attitude towards the

replacement of Polaris. The front page contained three international, two economic, one legal and one construction industry story. There is a serious knowledge of the world from television, and apparently watch the local rather than the national news programmes. They are not hooked on the grey and statesmanlike tones of Mr. Cronkite. Los Angeles has recently had a number of big local news stories: floods came and swamped the sewage works, and left 200 miles of Pacific beaches public health hazards. The local news hour, from six to seven, is strong on such news but does not apparently give much of a world picture at the best of times.

Systems Development are now starting to take orders for a new invention, which they demonstrated to me, in electronic filing systems. It has definite advantages over a paper filing system, particularly in terms of recall. It can select all the references to a particular subject contained in the system. It is, however, an alternative to a paper filing system; there is no choice between electronic and text methods; I suppose electronics, with its higher productivity and greater range of information, is going to win many of the battles certainly in office organization.

Yet it is difficult to say that one knows something that has appeared on the screen in the way that one can learn something that has been written down on a piece of paper. There is real information loss to balance the real information gained. The people of Los Angeles are uneasy about the

education of their children. Are they becoming too dependent on the vivid presentation of limited pieces of visual information? Are they losing the capacity to build knowledge that book learning used to give? Are they manipulated, politically, commercially and even morally by television?

Los Angeles is a strangely fluid society, living on the open electronic frontier, lacking in definition and rootlessness. Some of its admirers call it a crazy city. In fact it is a city which seems to enhance the creativity of the mature, but can endanger the development of the immature. Neither in its architecture nor in its ethics is one conscious of boundaries; the absence of boundaries creates a simultaneous sense of opportunity and danger.

Certainly the people of Los Angeles have acquired the equivalent of a street wisdom about the electronic media. The most interesting item I have seen on television here was an analysis of the symbolism of the commercials put out by candidates in the primaries. Most of the commercials are very funny, being both pompous and inane, but they become more interesting when one turns from the candidates in the foreground to the background scenery.

The background scene often appears with a child or children—being a good family man. He is sitting in a library with leather bound books—he can read. He is behind a desk—he can write. He is wearing a horn-rimmed spectacles—he is an intellectual. They are made of plastic—he is concerned with the ecology of turtles. He has the

stars and stripes tastefully draped just in camera shot—don't we all fly flags in our libraries? He has a bright coal fire burning in the grate—like a warm-hearted man who believes in the traditional values, possibly including air pollution.

I do not think this works in the rest of the United States. I am sure it does not work in Los Angeles, where too much people are too aware of what is being put across to them, are too conscious of the skills of manipulation. Already in America people are as suspicious of television as they are of their politicians. As far back as 1978, the National Opinion Research Centre found that only 14 per cent had "a great deal of confidence" in television; only 13 per cent had confidence in Congress and government, while 21 per cent had confidence in the press.

When one gets away from the media to the ordinary American, one finds that he has an independent and entirely reasonable view of the matters that reach to him. When I went to the Getty Museum on a very rainy morning, I asked the taxi driver whom he would like to see as the next president. "Ford", he said, "because he is an honest man and did a good job cleaning up after Watergate".

That at least is the sensible view with the merit of being true to the facts. Yet as for the presidential candidates in general, the view in Los Angeles is the same as in San Francisco.

In the words of Governor Brown, the father, not the son, "they don't like any of them". I am afraid they do not.

A parched land faces new Thai Premier

From Neil Kelly
Bangkok, March 10

The worst drought Thailand has known for 10 years is confronting General Prem Tinsulanonda, the new Thai Prime Minister, who is still trying to form his first Government.

More than 5,000 square miles of rice, maize and fruit have died or are dying in the central plains, the main agricultural areas. Water for farming has dropped by half. This will reduce the second rice crop to a fifth of its normal yield.

Government departments are trying to find work for farmers forced to abandon crops. Waterworks in several areas north of Bangkok have ceased operating because their sources have dried up and water levels in the two largest hydro-electric dams are almost at the point where no more water can be released to generate power. This has led to official warnings of a famine as much too high and that we have not yet had sufficient time to obtain the necessary results after having limited the will and the cooperation required to combat the drought.

Another important achievement of this three-and-a-half months old government was the arrest of 2,399 people, "militants or leaders of underground terrorist organisations". The government would allow for "terrorist groups, and not only individuals, to stand trial before martial law courts".

Mr. Prem also announced that a description into the army this year would be increased by 6 per cent.

In a separate statement, the Thai Supreme Command said yesterday that "Vietnamese forces had used some form of gas against Kampuchean guerrillas near the Thai border. Major-General Korboum Patanabandit said the gas produced dizziness but did not cause any serious damage to the troops. Sri Lanka affected: About 150,000 acres of prime tea in central Sri Lanka is threatened by drought, the worse the electric drought has caused the tea planters to suffer this century, an official spokesman said today.

Production over the last month has dropped by an estimated 10 per cent. The electric power supplies have also been affected and the Government has asked people to restrict their use of electricity and water otherwise they face cuts.

Japanese quins

Kagoshima, Japan, March 10.—A woman gave birth to quintuplets at a Kagoshima hospital today, and doctors said the babies, two boys and three girls, were in good condition. They said the mother had taken fertility drugs.

Mr Demirel promises unrelenting war against Turkish terrorists

From Sinan Fisk
Ankara, March 10

Mr Süleyman Demirel, the Turkish Prime Minister, today concluded a series of three press conferences aimed at restoring the 100 days in power of his conservative minority government with the promise that "he will make terrorists sorry they were ever born".

Mr Demirel's first two meetings with the press at the weekend were to explain his economic measures—liberalization, new openings to foreign capital and a massive devaluation and future investments.

The political violence which has claimed about 3,000 lives in slightly more than two years was today's topic. One greatest achievement in this field," he said, "has been to establish the will of the state to fight against its enemies."

"If we have not met with total success in the first 100 days of our fight against the conflict... the reason is that the flames are much too high and that we have not yet had sufficient time to obtain the necessary results after having limited the will and the cooperation required to combat the drought."

Mr Demirel said that he had not been able to find common ground with the main opposition party, the social democratic Republican People's Party

(RPP) led by Mr Bülent Ecevit, the former Prime Minister, to enact a new state of emergency law and to reconstitute the State Security Courts.

"The martial law tribunals now functioning," he said, "receive an average of 80 new cases a day, but cannot reach judgement on all of them. This means that we are still a state which is unable to mete out punishment."

Mr Demirel also criticized Mr Ecevit for having given amnesty to former political offenders of the 1971 to 1972 period of military rule in Turkey, whom he blamed for the fresh wave of violence.

Observers here thought it unlikely that Mr Demirel's statements would receive the backing of the opposition, which party still holds the largest number of seats in Parliament. It was unlikely to see, for example, how the RPP could condemn Mr Demirel's statements today that the state must wage a "total war" against terrorism, while at the same time, it should be more domestically oriented, they said.

Mr Demirel told the press: "It is unthinkable that the intelligence service should be aware of a trial, conflict in Ankara, and none of what is happening right under their noses in Ankara itself."

The violence, meanwhile, continues. Terrorists in Istanbul opened fire on a crowded shopping area, the evening killing, according to first estimates, at least four people.

Reforms in El Salvador likely to inflame right

From Stephen Downer
San Salvador, March 10

If El Salvador did not have such a long history of violence, the agrarian reforms introduced last week by the ruling junta could have been expected to defuse an explosive social and political situation. As it is, many people fear that the reforms will inflame the situation.

The junta of two colonels and two civilians—a civil-military coalition—resigned last Tuesday, apparently because his life had been threatened—had no choice but to make the changes.

When it took power on October 15, after President Carlos Humberto Romero was overthrown in a bloodless coup, the junta promised "to adopt measures that will lead to an equal distribution of national wealth and, at the same time, increase the gross national product of the country."

They were in a hurry because feeding extremists from the right who left are involving the country in increasing violence.

Encouraged by the United States, the junta pushed through the reforms, changing in a brief flurry of laws, the history of Central America's smallest country.

Such was the dominance of an elite group, that an American journalist wrote a year ago that El Salvador was run by 14 families.

In 1932, when peasants, students and workers banded together, the Government sent the Army to quell them. About 32,000 people were killed.

Landowners later established organizations to hunt down and murder leftist agitators. In the past few years popular groups have become increasingly militant, engaging in kidnappings, bombings and murder.

On Thursday, the junta expropriated 376 of the country's largest farms and announced that the land would be turned over to peasants' organizations. Expecting trouble, the junta also declared a 30-day state of siege, suspending all constitutional guarantees.

The amount of land involved is 224,083 hectares, about 60 per cent of El Salvador's best farming land. Compensation will be paid, the junta announced, in "agrarian reform bonds". However, many of the former landowners are expected to lose heavily, because compensation will be based on the value of the properties declared to the authorities in 1976 and 1977. Many were apparently undervalued.

The expropriation delighted leftists, some of whom started occupying farms illegally last year. However, there are fears that the reforms could bring about a violent repression of the peasants by people who refuse to accept change.

The apprehension of moderate who favour the reforms stems from the fact that, since last year's coup, repression by the Army and other security forces allegedly has increased. Churchmen and intellectuals estimate that 600 people have been killed this year, 500 of them from the left.

The junta, which includes a Christian Democrat and an independent, claims the security forces have been provoked by "transigent members of the left and right."

Colonel Adolfo Arnaldo Mejano, a member of the junta, said: "We respect their right to dissent but this expression should be manifested within the limits of political struggle and not of violence."

He added: "We are seeking a genuine democracy, which has a deep sense of social justice."

University staff held in Tokyo over exam papers

Tokyo, March 10.—Waseda University of Tokyo, one of the most important private universities in Japan, has found itself involved in a scandal over leaking entrance examination questions.

Three university employees were arrested last week on charges of stealing printed test papers on four subjects for the commerce faculty and selling them to 10 candidates for a total of about £176,000. A professor at the university has admitted being involved in the case.

A Japanese businessman is alleged to have offered about £35,000 as a reward for stealing the test papers. The university is one of the most difficult to enter in Japan—Agence France-Press.

Twin arson attack

Turin, March 10.—Four armed, left-wing extremists broke into a property company's offices here today, scrawled on the walls, and set fire to it before escaping.

whose din vibrates against the cemetery wall. According to the inscription on his grave, Major Adams was called to Peshawar "as an officer of rare capacity for a frontier. Wise, just and courageous. All things faithful, the came only to die at his post, struck down by the hand of an assassin."

He was killed on January 22, 1865, but there is no clue as to why he was murdered. Nor are there any explanations of the other gravesmen. In 1897, for instance, John Sperrin Ross met a similar fate, "assassinated by a fanatic in Peshawar city on Jubilee Day."

A few feet from Ross's grave lies Bandsman Charles Leigh, of the First Battalion, who was killed by a Ghazi at this station on Good Friday.

Perhaps politics were left behind at death, although it is impossible to avoid the similarity between these outraged headstones and the sharp language of those Tass news agency reports from Kabul. The great-grandsons of the Afghan tribesmen who killed the British are now condemned by radio Masar as fanatics and assassins. One empire, it seems, speaks very much like another.

Empires speak alike in mourning their Afghanistan dead

From Robert Fisk
Peshawar

If you stand among the graves of the old British cemetery here, beyond the overgrown Victorian wooden gateway and beneath the rosewood trees with their bezzars of tropical birds, you might wonder how the Russians are burying their dead. How do they mark the graves of the bleak tombstones of the young soldiers who are dying just north of here in the mountains of Afghanistan?

The British did it in style, of course, although upon their graves the explanation of sudden death is couched in the dead-end, overconfident language that the Empire unwittingly encouraged.

Take, for example, Major Robert Roy Adams, of Her Majesty's Indian Staff Corps. The former Deputy Commissioner of the Punjab now lies beside the Kyber road, a canyon of traffic and protesting donkeys

Mrs Gandhi seeks prices aid for small farmers

From Kuldip Nayar
Delhi, March 10

Mrs Indira Gandhi, the Indian Prime Minister, called upon the United Nations Food and Agriculture Organization (FAO) to work for an international agreement to limit the price of farm raw materials.

Such an agreement was necessary to bring the prices within the reach of small farmers, Mrs Gandhi said at the plenary session of the FAO regional conference here.

Her desire to profit from poverty seemed to be strong among the affluent nations and also among "affluent sections of our own population," she added. How, she could, the Director-General of FAO, emphasized the need for greater efforts to fight hunger and malnutrition in order to prevent poverty and social ills and he commended the efforts of India to increase food production.

The conference is attended by delegates from more than 60 countries, about 10 of which have sent ministerial level delegations.

Author allowed to leave East Germany

From Our Correspondent
Bonn, March 10

Herr Klaus Schlesinger, an East German author and his wife, the song writer, Bettina Wegner, have been given permission to leave East Germany for three years.

Herr Schlesinger, aged 43, was expelled from the East German Authors' Association last year. The couple are expected to live in West Berlin.

Other East German authors are believed to have applied for exit permits, but the Government has yet not approved any other applications.

Japanese hostages freed

Tokyo, March 10.—A knife-wielding robber was arrested today after holding 20 bank clerks hostage here for five hours. He had demanded a ransom of more than £500,000. The police said one of the hostages had been injured.

Korchnoi retains initiative in candidates' match

From Harry Golobek
Chess Correspondent
London, March 10

The outcome of the quarter-final candidates' match for the world chess championship here is still undecided, with both Viktor Korchnoi and Tigran Petrosian having secured one point each.

Two games have been played so far in this match, which is probably the most important of the quarter-finals as it is generally thought that its winner should win through the whole series of matches to confront Anatoly Karpov, the world champion, next year in a match for the title.

Korchnoi, the self-called Russian, won the test for having white in the first game, which opened on Saturday before a full audience in a small theatre in the centre of this pleasant little city. He played a kind of Queen's Gambit that transposed into a Grünfeld defence.

The pace of the early part of the game was slow but towards the

Korchnoi retains initiative in candidates' match

end of the session Korchnoi launched a massive attack that looked to be about to break into time trouble and an adjournment the position—though still better for him—did not look secure.

Yesterday, the second game was played with Petrosian, the former Soviet world champion, having white and Korchnoi, who got the black, winning the game, the short, featureless game was quickly drawn. Neither player spoke to each other but Petrosian indicated the offer of a draw by signs.

Today, the first game was resumed and Korchnoi fought hard to try to extract a draw but after two and a half hours, he got into a "draw". I conveyed this offer to Petrosian who at once agreed.

Games with two games being played in succession and the next day, being devoted to adjourned games, with only one every second day, until 10 games have been played.

Korchnoi retains initiative in candidates' match

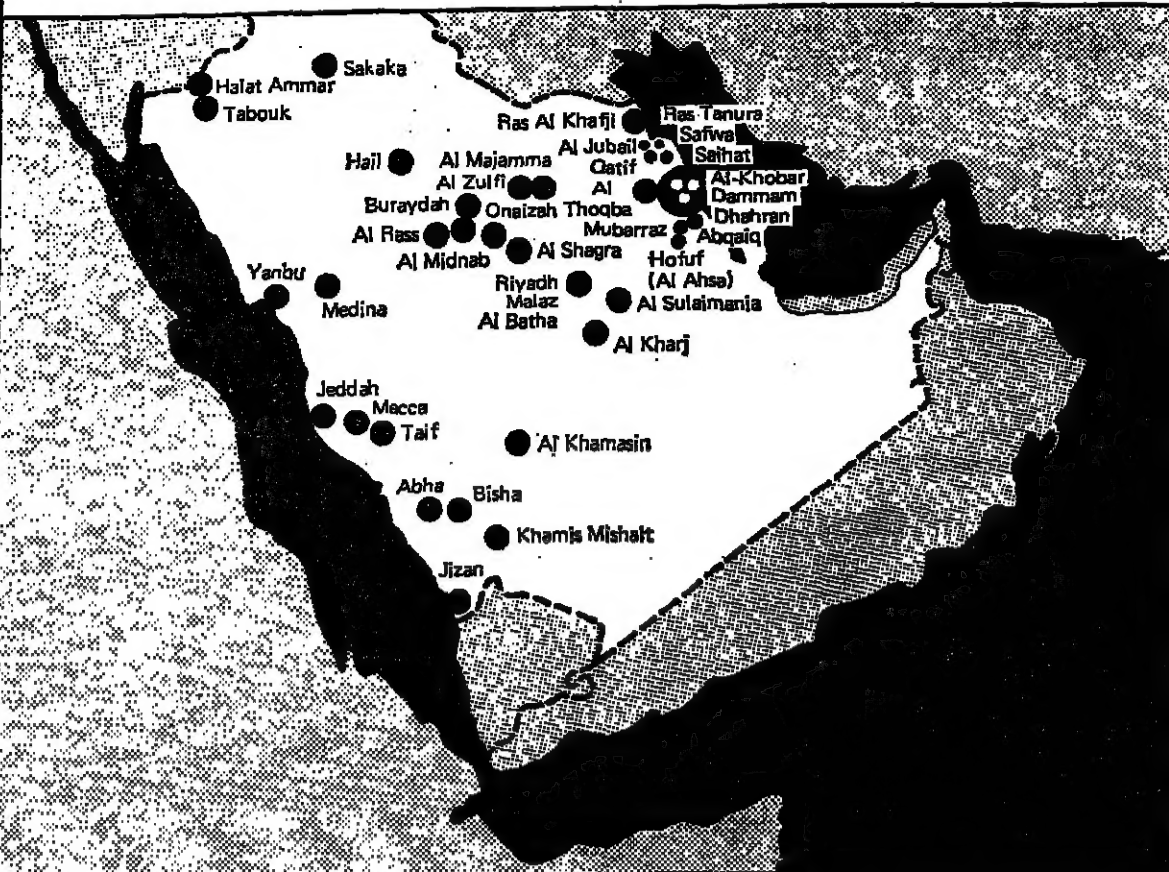
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Biggest donors to the Third World

Arab aid to Third World nations started 20 years ago, but it is only since the sharp increase in oil prices beginning in the early 1970s that Arab oil-exporting countries have emerged as some of the world's biggest donors. When Kuwait pioneered Arab concessional aid by setting up its own aid agency, the Kuwait Economic Development Fund (KEDF), in 1961, it started by lending Iraq \$70m. As its global commitment for a whole decade was \$200m, this was a very modest sum by today's Arab aid standards.

Now nearly all rich Arab countries have established their own aid agencies, providing soft loans and grants to almost all Muslim and many African and Asian countries and beyond. Combined Arab aid has increased from about \$1,300m in 1973, to more than \$5,000m a year in the late 1970s. With the forecast Opec current account surplus of \$100,000m for 1980—about twice last year's figure—the prospects for more Arab aid are even brighter.

Despite their enormous wealth and rapid modernization, rich Arab states still identify with poorer developing nations. Not only do they share many of their traditions and some of their economic strains but also their future. Oil, their main wealth, is a depleted resource and at the current export rate Arab-proved deposits cannot last more than a few decades.

It is partly because of this that Opec countries have championed the cause of Third World nations in important international negotiations such as the North-South dialogue, now replaced by the Brandt Commission, and the current Unctad debate aimed at improving primary producers' trade terms.

Now developing nations are expected to run a balance of payments deficit of about \$60,000m. In less than two years, and with the expected substantial fall in commercial banks lending to the less developed countries, Opec states maintain that industrial nations should, despite their present recession, be able to do more to close the gap between rich and poor countries. They could do this by reducing trade barriers and by participating in the proposed \$750m United Nations Commodity Fund to stabilize the

prices of 18 primary commodities on behalf of the world's 30 poorest nations. But above all Opec countries must be able to increase their concessional aid. Opec aid now runs at about 3 per cent of members' combined gap; about 10 times the rate for industrial nations, with whom, some argue, the bulk of the responsibility for transferring wealth to developing nations must lie. Although the West now provides about \$20,000m a year, its aid still stands at only half of the 0.7 per cent gap aimed at by the United Nations for the past decade. The Brandt Commission proposed last month that this target be restored by 1985, and if things go well, it should reach 1 per cent by the end of the century.

No one can argue convincingly that most aid, whether coming from Arab states, the West, the East or even from agencies such as the World Bank or the International Monetary Fund (IMF), is entirely free from some political objective. One important feature of Arab aid, however, is that it is rarely directed to commercial springs. This is because Arab donors do not produce the technology or the equipment required by recipients, so there is hardly any return of disbursed funds to the Arab countries themselves.

Another feature of Arab aid has been the channelling of substantial funds into world and regional agencies such as the World Bank, the IMF, the Rome-based International Fund for Agricultural Development (IFAD), the Islamic Development Bank and the Opec Fund (known as the Opec Special Fund until January 17).

Arab commitments to such funds are estimated to have reached more than \$2,000m in 1978, most of which was

for non-Arab projects. Moreover, Saudi Arabia alone has pledged \$2,500m for the IMF's \$10,000m Witterveen facility, the biggest pledge from any country, including the United States. Japan and West Germany apart, from the Opec Fund and the Jiddah-based Islamic fund, which, although not strictly Arab, still receive most of their finances from Arab sources, two regional Arab funds have been set up: the Kuwait-based Arab Fund for Economic and Social Development (AFESD) and the Khartoum-based Arab Bank for Economic Development in Africa (ABEDA).

AFESD, which lends only to Arab countries, made only a few new loans since January, 1978, but its commitments between 1974 and 1978 stood at KD 295.2m (\$1,090m) of which KD 118.4m was disbursed by the end of 1978. ABEDA, which now has a capital of \$738.25m, was set up in 1974 and began business the next year.

It lends to only non-Arab African countries and gives priority to public services and farming schemes. By December, 1978, it had committed loans and grants worth \$504.4m, including \$221.7m, disbursed by the Special Arab Fund for Africa, whose administration was taken over by ABEDA in April, 1976.

The Islamic Development Bank began work in December, 1976, when its first recipient, Cameroon, received a 20-year grant of \$7m for a hydroelectric scheme. Commitments in 1979 included loans totalling \$90.5m, comprising \$33m for oil imports and an oil refinery for Pakistan; \$20m for Nigeria's oil imports; \$10m for a cement works in the UAE Fujairah emirate; \$10m for Guinea-Bissau's oil imports; \$7m for Somalia's shipping fleet; \$6.5m for the

Bangladesh Industrial Bank and \$5m for an electricity network in South Yemen. In January, 1980, the bank approved two loans for Turkey, one for \$12.7m for the electronic industry, and the other, worth \$15m, for imports of refined oil products from Pakistan. Although the above loans were for a wide range of uses, one common factor, however, is that they were nearly all for Muslim countries.

Unlike other Middle East regional agencies, the Vienna-based Opec Fund's operations extend to all Third World nations. Since its founding in September, 1976, and up to mid-January, 1980, it committed 164 loans for 74 countries in Africa, Asia and Latin America. It has also committed \$435.5m to the IFAD, which provides concessional credit to boost food production in poor countries.

At the Opec Fund's last ministerial meeting on January 16, a second replenishment of \$800m was approved, thus bringing the fund's resources up to \$2,460m. An additional \$1,600m, replenishment, raising total resources to more than \$4,000m, proposed by Opec oil ministers meeting in Caracas just before last Christmas will be discussed at a finance ministers' meeting in Vienna on May 27.

Besides their contributions to regional agencies, Arab countries have also increased their bilateral aid considerably. Saudi Arabia, now the world's second-largest donor, disbursed about SR2,300m (\$690m) in 13 loans in the fiscal year ending in June, 1978. They included \$250m for Turkey and \$92m for Pakistan. Loans are administered by the \$2,900m Saudi Fund for Development, lending mostly for 20 to 30 years with a five to 10-year grace period. Among big donors, the UAE, contributes a remarkable 15

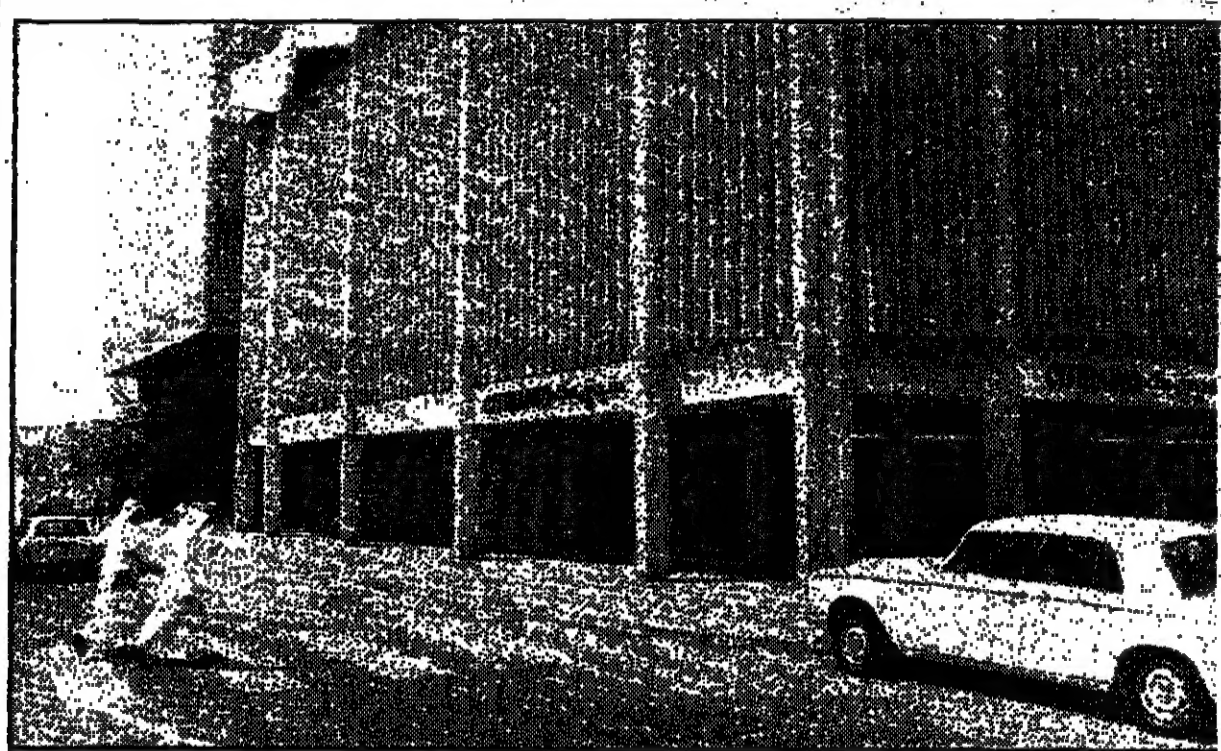
per cent of its gnp, with a aid bill—totalling about \$1,200m a year up to the end of 1979. UAE aid is managed by the Abu Dhabi Fund for Arab Economic Development, whose recipients include countries such as Senegal, Lesotho, Comoro and Malta.

Kuwait, the biggest Arab donor until 1973, has provided KWD1.7m (\$2,200m) to November, 1979, through KFAED, now lending to Arab and non-Arab countries. Another important donor, Iraq, has so far committed more than \$2,200m, about 4 per cent of its gnp in the past six years.

Administered by the Iraq Fund for External Development, set up in 1974, its loans scheduled for 1980 include \$200m interest-free credit for 12 countries, including India, Tanzania, Mozambique and West Libya, which surprisingly, no former aid fund, was one of the first Arab states to provide aid to Arab—other countries. Its office commitment averaged \$165m a year recently, many African and Arab recipients.

Almost all Arab and Opec agencies cooperate closely assessing and financing projects in Third World nations. One interesting feature, such cooperation is the number of projects co-financed with non-Opec agencies, mostly Arab, committed about \$2,000m. The agencies' aid, which is subscribed nearly 20 per cent of cofinancing for the EEC's Lomé Convention, example—are to continue. One interesting feature, such cooperation is the number of projects co-financed with non-Opec agencies, mostly Arab, committed about \$2,000m. The agencies' aid, which is subscribed nearly 20 per cent of cofinancing for the EEC's Lomé Convention, example—are to continue. One interesting feature, such cooperation is the number of projects co-financed with non-Opec agencies, mostly Arab, committed about \$2,000m. The agencies' aid, which is subscribed nearly 20 per cent of cofinancing for the EEC's Lomé Convention, example—are to continue.

Atef Sult



Citibank, one of the post-1973 arrivals in Al Manama.

Politics govern extent of foreigners' role

It would be easy, jostling with bankers in the Amman Hilton or casually counting the signs along Government Road in Al Manama, Bahrain, to conclude that foreign banks have taken over the Arab world. That view might readily be shared by many Arabs themselves, conscious of how conspicuously Western banks have profited from the oil boom.

But those bustling figures clutching their combination lock attaché cases, and the discreet international logos, such as might stare up at one from the pages of a glossy news magazine, are only the outward manifestations of the Western banks' influence in the region. Business is definitely done behind the United glass walls in Abu Dhabi or, in happier days, Beirut, and the bankers compete fiercely for it.

The real power of the Western banks is different however: it lies in their influence over the disposition of investible surpluses, and in the demonstration effect of spreading Western banking, and more generally Western ideas, is probably no exaggeration to say that the banks are the most subtle link between oil exporters and importers.

At the purely financial level, foreign banks—which are mainly Western and Japanese—fulfil three main needs: financing trade; channelling surplus revenues from those countries which enjoy them; and satisfying local requirements for personal banking, business finance, and saving by expatriates.

The extent to which these different services, the normal humdrum business of banking, are offered in different parts of the Arab world is almost entirely governed by politics. The more radical

states, whose banking systems are wholly nationalised, are practically closed to foreign banks except occasionally those of communist countries. Algeria and the People's Democratic Republic of Yemen are entirely without foreign banks. Yugoslavia has a representative office in Libya, the only foreign bank to have a foothold in that severe country, while a compatriot, the Privredna Banka Sarajevo, is tolerated in Iraq. The Československa Obchodní Banka (of Czechoslovakia) has one from the pages of a fraternal relations with Syria.

What really sets these countries aside, however, is that on the whole they do not allow foreign participation in banks. Other states, notably Kuwait and more recently Saudi Arabia, both far from radical, insist that nationals should control their banks. Indeed, Kuwait, dedicated to free enterprise, only once broke the rule specifying Kuwaiti ownership of banks when the Bank of Bahrain and Kuwait was admitted.

Three years ago its powerful neighbour embarked on a Saudi Arabian-orientation of banks, so that by the end of 1980 all will be 60 per cent owned by Saudis, including the former Arab Bank.

This raises the delicate question of how to define a foreign bank. For those states such as Bahrain, Egypt, Jordan, Lebanon and the UAE which have open-door policies, the problem does not arise—except when President Sadat excludes citizens of countries opposed to his peace treaty with Israel.

But for others it is not so easy. Is the Arab Bank, the doyen of regional banking, founded in 1931 and conservative by anyone's standards,

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foreign? What about consortium banks such as Bank of Credit and Commerce International, which have Arab backers or partners?

The answer is as arbitrary as much else about the Arab world's relations with outsiders. Only two countries, now that Lebanon is defunct as a financial centre, have embraced the whole range of foreign banks, and their experiences have been rather opposed. Bahrain is the showcase of banking in the Middle East. The number of offshore banking units (OBU's) will probably reach 60 during the year, though since the departure at the end of 1979 of Mr Alan Moore, the British banker who masterminded the OBU scheme, doubts have been raised about the quality of the licences now being issued.

Just across the water is the UAE, still without a central bank, and still recovering from the scandals of 1977 when several banks had to close their doors. Although many of the banks which sprang up after 1973 were Arab owned, their example, as in Bahrain, were the most important foreign institutions. They saw that the soaring entrepot trade of Dubai and Bahrain, essentially fuelled by demand from Saudi Arabia, needed financing. In particular, foreign banks were anxious to make up for the deficiencies of the Saudi banking system in providing foreign exchange and trade credit.

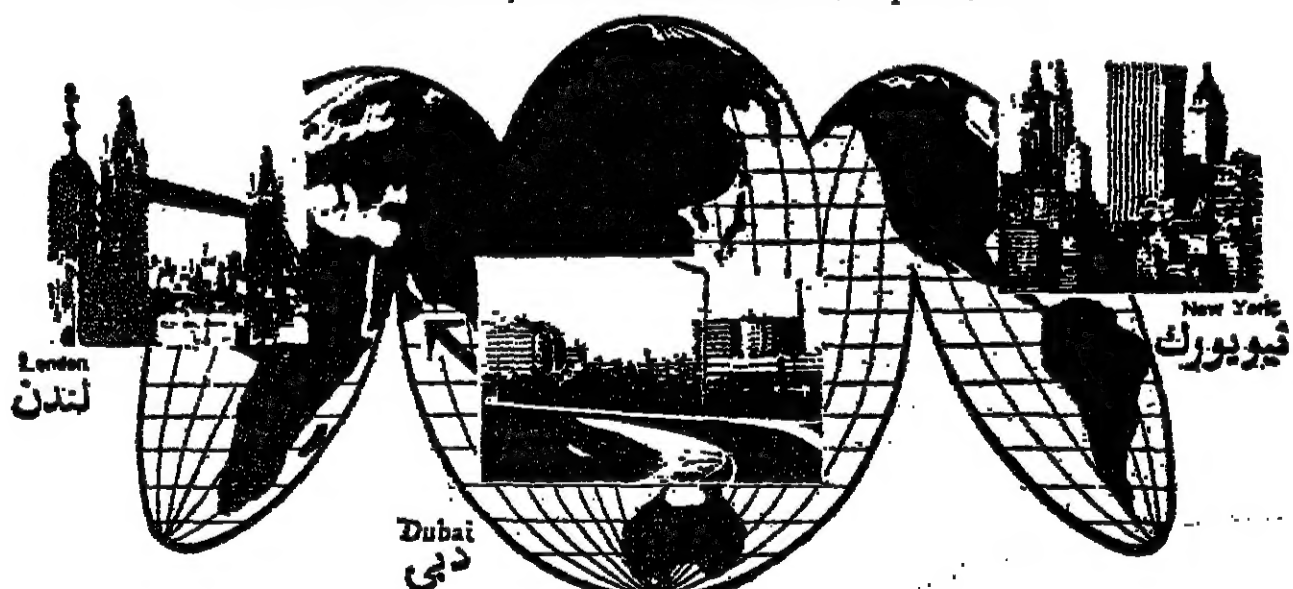
Now the Gulf, which at the beginning of the 1970s hardly had a banking system worthy of the name has one of the highest densities of banks per capita in the world. Most of them are foreign, and they account for much of the business. Their skills, international networks, and reputations combine in formidable competition with

as well. Michael Presl

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Articles on this and the following pages examine the role of the banks and other financial institutions in key Arab countries

Saudi Arabia: seeking outlets for surplus

ings in the industrial countries are preoccupied with the likely extent of Saudi Arabia's oil revenues this year and, more importantly, with the country's current account surplus, few cause there are so many foreseers.

Revenue will depend as much on the price, which is rising rapidly, as on the level of production. That has been running at 9,500,000 barrels a day but, Shaikh Ahmed Zaki Yamani, Saudi Arabia's Oil Minister, said, production will be cut since the prevailing philosophy is that it is worth more in the ground. There is, after all, a limit to the amount of revenue which can be absorbed locally.

Saudi Arabia cannot sustain a high level of oil production if it is not accompanied by a "reasonable" return on its foreign investments. The return on Saudi Arabian investments in the West has so far always been below zero, Shaikh Yamani told a business conference in Geneva in February. Here he identified a dilemma which is all the more acute in that Saudi Arabia has been cutting back on development expenditure, so that there are likely to be fewer opportunities for spending the revenues at home.

The exact level of oil revenues is unpredictable. The price of Arabian Light crude oil has doubled in the last year to its present level of \$26 a barrel. On that basis, a rough rule of thumb suggests that oil revenues will be in excess of \$60,000m this year. Estimates last year, based on the June-December price of \$18 a barrel, projected that the 1979 revenues would be about \$53,000m.

The current account surplus is more of a mystery since it is difficult to estimate accurately what will be needed for internal development and the cost of capital goods imports. In 1978-79 Saudi Arabia unexpectedly overshot its spending target and ran an unprecedented budget deficit of 14,500m rials (about \$4,300m).

This seems to have arisen because of the unforeseen costs of some of the large projects under way. Some are so big that even apparently minor changes in equipment costs can make a big difference to the bill. But, as a result, the Government cut back on spending.

The 1979-80 expenditure allocation of 166,000m rials, though 12.6 per cent up on 1978-79 actual expenditure, represented a decline in real terms. Work on some projects has slowed, or even halted, and there appears to be a period of reassessment as the Government takes stock of its development objectives and the implications of political events in Iran and Afghanistan.

The recent announcement that investment in the third development plan (1980-85) will be more than 900,000m rials (\$268,000m) has nevertheless reassured foreign contractors. The figure is about twice the original planned investment in the last plan and suggests that the slowdown may only be temporary. (Details will not be released until May, so one can only guess at how much of the total will be invested in new projects and how much is required for projects already under way, or for maintenance and staffing.)

Some observers expect a shift from projects like roads, ports and telecommunications to the development of water resources, for example for irrigation and drinking water. Shaikh Mohammed Ali Aba al-Khalil, the Finance and Economy Minister, announcing the budget, said that the phase when emphasis was put on basic services should be completed by 1980 and that industry, agriculture and water, oil and minerals would be the investment targets.

Whatever the outcome of the influences acting on the economy, it seems likely that Saudi Arabia will be left with a considerable surplus for which it will have to find outlets abroad. The Saudi Arabian Monetary Agency's (SAMA's) recently publicized \$300m loan to International Business Machines, the United States computer company, may be a portent.

UAE: moves to maintain dirham's value

ree themes have dominated the finance of the United Arab Emirates since the collapse of two banks in May 1977. These are the consolidation of financial institutions, the setting up of a central bank, and the setting up of a sound money market.

When the United Arab Emirates Currency Board was set up in May 1977, the country had only 20 banks, mostly in Abu Dhabi and Dubai, the richest of the seven emirates which united three years earlier. The board started with remarkably simple and clear policies, particularly the licensing of new banks, which brought to 50 the number of banks and to 350 the number of branches.

Consolidation and "corrective actions" have been the catchwords for more than two years now. Several measures aimed at achieving these objectives have been introduced. First, locally incorporated banks, now numbering 52, must obtain the board's approval before making changes in their paid-up capital, a rule aimed at broadening the shareholders' base. Second, to ensure that banks make adequate provisions against risk, especially in construction, capital account is now considered an important item on a commercial bank's balance sheet. Third, the memorandum on licensing new banks and the restrictions on new branches are to be rigorously enforced.

One interesting by-product of the measures has been an increase in locally incorporated banks' branches abroad. Five such branches are now operating, and this is seen as healthy development.

Despite these stringent measures, the International Monetary Fund and many local and foreign bankers have for at least three years voiced an urgent need for setting up a central bank, which, they said, would be more successful in attracting to it federal and emirate governments' interest-free dirham deposits. Such a bank would also get through governments to sell it enough foreign exchange to enable it to stabilize the dirham's value abroad—something the currency board has not been able to do adequately.

It was a big relief for bankers when, on November 14, 1979, the President of the United Arab Emirates, Shaikh Zayed, approved the long-awaited decision to set up the country's first central bank. With a capital of 300m dirhams, it is expected to start business soon. In cooperation with the federal finance ministry, the bank will provide, for the first time, full supervision of all commercial banks and other financial institutions. Besides, its work will include fixing the dirham's value against foreign currencies, boosting government bank funds and, of course, issuing currency.

But central bank or not, many officials have been alarmed by the accelerating flight of the emirates' funds to foreign money markets, mainly because of the lack of local short-term investment opportunities other than commercial bank deposits giving an average interest of less than 9 per cent.

Some of the emirates banks, especially the Abu Dhabi Investment Company and the National Bank of Abu Dhabi, have been prominent in the Euromarkets, both as lead managers and participants. The latter, for instance, lead managed arranged or committed about \$750m worth of publicizing loans and \$200m worth of bonds in 1978, and \$340m worth of loans and \$175m worth of bonds in the first nine months of 1979.

One important move towards diversifying domestic investment opportunities was made in January, when secondary market certificates of deposit (CDs) were issued for the first time to discourage the flow of funds to foreign markets. So far two lots of CDs have been issued, and the response by short-term investors has been enthusiastic. One issue, by the National Bank of Abu Dhabi, was for 100m dirhams worth of six-month CDs carrying a fixed interest of 10½ per cent and 104 per cent.

The second, worth 20m dirhams, issued by the Khalij Commercial Bank, was for 12 months with interest fixed for now at 4 per cent above the Abu Dhabi inter-bank offered rate on January 24 to be reviewed exactly six months later.

United Arab Emirates (dirhams m)

	Monetary authorities	Commercial banks
	1977 1978 1979 (Aug)	1977 1978 1979 (Aug)
Reserves	3,784 4,298 2,835	2,464 2,553 2,084
Of which: currency	1,392 1,794 7,837	— — —
Outside banks	3,419 3,405 3,929	8,898 9,918 10,093
Foreign assets	1,248 1,177 1,223	1,489 1,907 2,277
Claims on private sector	12 12 12	713 584 614
Demand deposits	1,199 1,391 1,051	15,819 19,357 21,997
Foreign currency deposits	16 22 20	170 210 258
Foreign liabilities	34 10 10	3,822 4,072 3,988
Government deposits	— — —	10,291 11,790 11,233
Capital accounts	618 487 481	8,821 10,587 13,525
Other items (net)	1,585 1,418 1,575	2,324 2,503 2,132
Reserve money	— — —	1,192 1,391 1,051
Source: IMF	— — —	1,887 3,548 4,119

It was a big relief for bankers when, on November 14, 1979, the President of the United Arab Emirates, Shaikh Zayed, approved the long-awaited decision to set up the country's first central bank. With a capital of 300m dirhams, it is expected to start business soon. In cooperation with the federal finance ministry, the bank will provide, for the first time, full supervision of all commercial banks and other financial institutions. Besides, its work will include fixing the dirham's value against foreign currencies, boosting government bank funds and, of course, issuing currency.

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The decisions to create a central bank and a secondary market, together with the broader measures for consolidating the banks' structure, should help in stabilizing the dirham's value, in reducing the rate of inflation (now about 15 per cent), in restricting the outflow of capital for purposes other than payments for imported goods and services and private transfers, and in reducing domestic interest rates to stimulate local investment.

Some of these objectives have been achieved. For example, despite a 1.7 per cent drop in commercial banks' cash deposits in the first nine months of 1979, overall assets rose by nearly 20 per cent and foreign assets reached 10,895m dirhams in September 1979, the highest level for several years.

Another development is that the activity of locally incorporated banks is now increasing faster than that of other banks, so their share of domestic business is rising. While commercial banks' lending to construction and trade continues to absorb about 70 per cent of total credits, advances by commercial banks to industry, including mining and quarrying, are rising much faster—by about a quarter in 1979.

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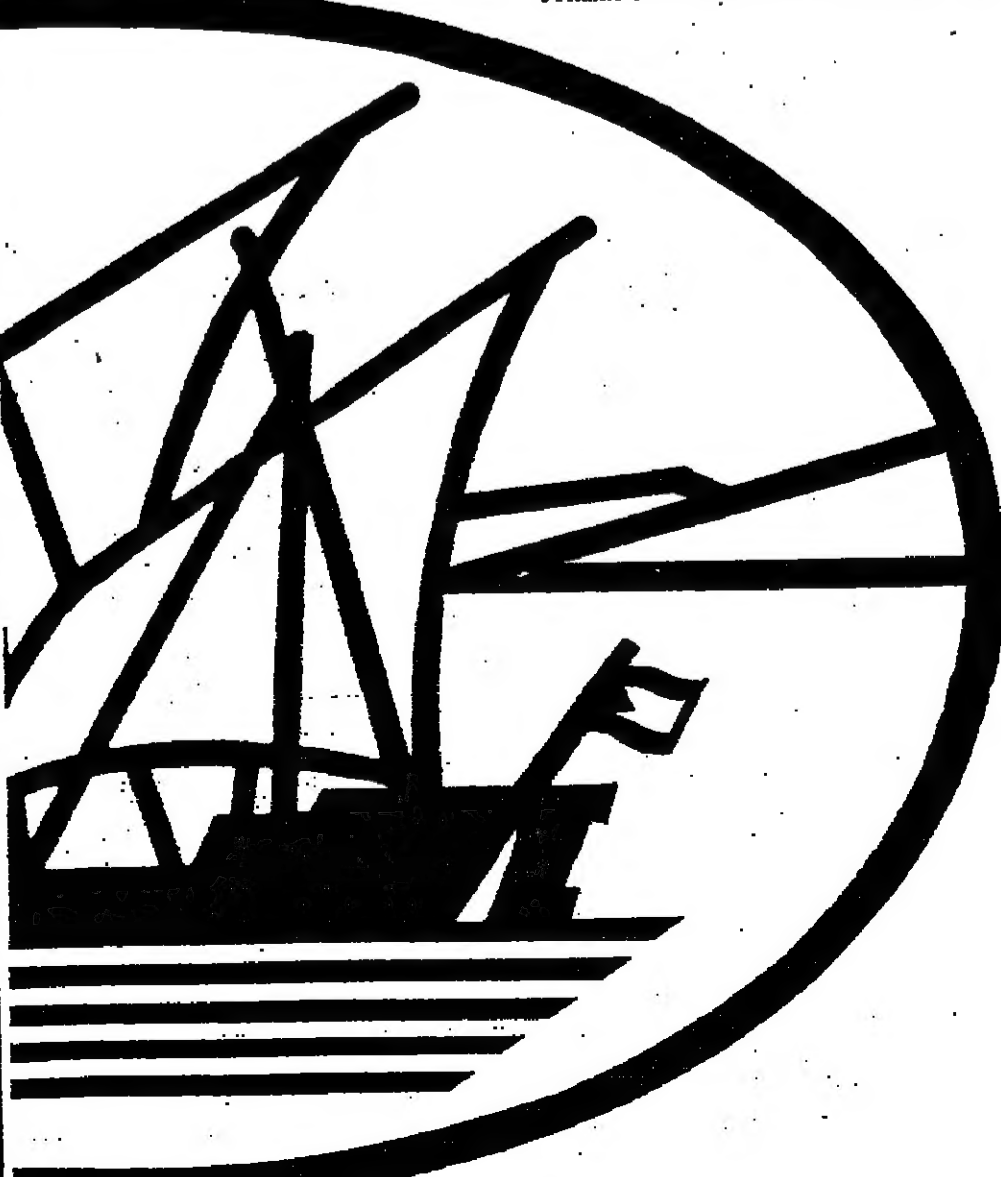
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A.S.

ARAB BANKING

Bahrain: tight margins and brisk competition

For the past five years Bahrain has been the ascending star of Middle East banking, but recently political and economic uncertainties in the Gulf have made bankers rather less confident. Competition between the banks is getting tougher; the years of easy profit are over and margins are getting tighter and tighter.

The offshore banking units (OBUs) initially prospered as they could provide a cheaper and more efficient service than the local banks. But, as banks in the Gulf have become more effective, and governments have taken measures to reduce the OBUs' competitive edge, it is getting increasingly difficult to run a viable operation.

It is far from clear how many banks are making a profit. Officially, the Bahrain Monetary Agency (BMA) has not been short of applications for licences, but the market is nearing

saturation. There are more than 90 banks in Bahrain and more than 50 of these have OBU licences. Assets have continued to grow though not at the rate of previous years. They totalled £27,600m at the end of November 1979 compared with £23,440m at the end of 1978. The assets of small and medium-sized banks are still growing while those of larger ones have fallen a little.

Particularly disturbing for bankers is the damage done to confidence by political uncertainties in the Gulf after the fall of the Shah of Iran and the attack on Mecca's grand mosque. Bahrain's success rested on its good communications and on the scene, Middle East banks had had things too easy for too long and now the customer will benefit from competition.

What really upsets conservative Gulf central bankers is that the OBUs make it difficult for them to retain tight control of their sys-

tems. They allege that not having to maintain a liquidity ratio gives OBUs an unfair advantage—charge quickly denied by offshore bankers who say they have to maintain high liquidity ratios for practical purposes.

The banking systems in the UAE, Saudi Arabia and Kuwait have become more complex in the past two years and are now able to handle business that previously could be done more effectively in Bahrain.

In recent months, this, and measures taken by other Gulf states, have forced a reduction in regional activity, which accounts for up to 70 per cent of business—mostly in Kuwait dinars and Saudi rials. Both Saudi Arabia and Kuwait have decided to stop denominated big contracts in local currencies, making it unnecessary for contractors to cover any exchange rate loss.

The Saudi decision will hurt the banks most—dealers accounts for half of some banks' activities and was expected to be the basis of business for the next 20 years. The slight fall in rial business could signal a bigger drop this year. "One of the main reasons for being here is rial business. If that goes, things will get difficult," one banker said.

Measures taken by Kuwait have forced some banks to reduce their dinar books by as much as 50 per cent. Bahrain has had to take some of the blame, in Kuwaiti eyes, for some of the liquidity problems in Kuwait in the past year and measures taken early last year were specifically aimed at stopping the drain of short-term funds to the OBUs. The regulations said that deposits of more than one month held with banks outside Kuwait could not be regarded as liquid (25 per cent of a Kuwait bank's deposits have to be liquid).

The depressed state of the UAE dirham market could cause measures against Bahrain. UAE bankers are worried about the shortage of dirham liquidity—the dirham market is thin and artificial, one banker said—and the Currency Board (central bank) may try to stop the flow of short-term funds to Bahrain.

One of the hardest tasks for the BMA has been to

continue developing the market while at the same time preserving the quality of banks operating OBUs. The BMA imposed a moratorium on the opening of new banks on the island in July. Although this was rescinded in September, licences will be granted only in special circumstances.

The BMA says that "in addition to former criteria for OBUs (quality of the banks applying) the board is now adding a further one, which is that the banks should come from a country or region not adequately represented." For example, a German OBU, an Asian or a Latin American application, but France, Britain, The Netherlands and other European countries, the United States and Canada are adequately represented by established banks.

Most bankers have praised the way the BMA has kept control and say it has attracted the correct banks. Others are not so sure, saying it is attracting banks with less and less contact with the Middle East. The BMA accepts that all banks will not have the status of the top 10 in the world but says it has refused applications from small and weakly capitalised banks.

Those licences that are granted are likely to be for Far Eastern banks, Bank Bumiputra Malaysia and Overseas Trust Bank of Hongkong have opened OBUs, mainly to finance trade between the Middle and Far East. Recently the Bank of Baroda of India

Bahrain (dinars m)		Monetary authorities		Commercial banks	
		1977	1978	1977	1978
		(Aug)		(Aug)	
Reserves	76.0*	105.9*	98.7*	25.4	33.9
Of which: currency outside banks	43.8	44.1	49.3	—	—
Foreign assets	201.5	195.0	227.5	223.6	243.3
Claims on:					
Government	—	—	—	9.2	23.6
Private sector	—	—	—	310.8	326.4
Demand deposits	—	—	—	108.7	127.2
Time and savings deposits	—	—	—	203.0	231.0
Foreign liabilities	61.1	37.4	36.7	197.8	191.6
Government deposits	44.9	22.6	63.8	49.0	66.9
Capital accounts	28.0	41.6	48.9	21.5	24.3
Other items (net)	-8.5	-12.5	-18.7	-11.2	-14.3

* Reserve money.

Source: IMF.

received a licence several Japanese banks have opened OBUs or representative offices.

While the offshore banks are having to reassess their positions, commercial banks have been producing ray results. The Bank of Bahrain & Kuwait had a total income of BD57 (\$15.2m) last year and is making a one-for-two bonus share dividend for the first time. The National Bank Bahrain made a 10 per cent profit of BD3.68m (\$9.7m) profit per cent up on the previous year.

The commercial banks have settled into a pattern of a fairly steady increase in lending which should be sustained by the revival in construction business. Lending increased 16.5 per cent last year to BD397m (\$88m), a considerable improvement on 8 per cent increase in 1977.

It is unlikely, however, that there will be any repeat of the boom years of mid-1970s when loans, crossed by more than per cent.

The offshore banks have to look for other it of business if they are to continue to pay their way. Bahraini bankers say the growth in the Gulf is down, wealth will have to be invested overseas as it is logical for the OBUs to be involved in this type business. If they do not will be increasingly hard to justify the high salaries, expensive offices used offshore bankers.

Nigel Dud-

Middle East Econo

D.

Kuwait: foreign assets boost reserves

Kuwait has not only substantial oil revenues but also an increasingly high income from investments abroad. While oil revenues totalled an estimated \$12,000m to \$13,000m last year, income from foreign investments must have neared \$4,500m.

Calculating income from foreign investments is a risky business, since these tend to be fluid and fluctuations in the exchange rate are difficult to assess. But at the end of 1977, it was reliably estimated that Kuwait held \$22,000m worth of foreign assets which earned an income of \$2,111m in that year.

Kuwait (dinars m)		Central Bank		Commercial banks	
		1977	1978	1977	1978
		(Aug)		(Aug)	
Reserves	431.5*	318.7*	282.2*	271.0	122.7
Of which currency outside banks	150.9	177.0	201.9	—	—
Foreign assets	821.9	739.8	781.4	822.4	1,214.4
Claims on:					
Government	—	—	—	1,236.7	1,584.1
Private sector	—	—	—	338.8	459.4
Demand deposits	—	—	—	—	—
Time and savings deposits	—	—	—	1,078.0	1,314.0
Foreign liabilities	—	—	—	419.8	601.5
Government deposits	325.1	274.6	445.5	114.9	99.2
Capital accounts	8.0	27.9	27.9	197.4	218.4
Other items	57.3	88.4	25.8	180.2	208.6

* Reserve money.

Source: IMF.

Since then, Kuwait's cumulative current account surplus has nearly doubled. While in 1974-77 it reached \$25,000m, in 1977-79 it reached about \$44,000m. This means that, although the total is only about half that of Saudi Arabia, it is growing at a faster rate. Kuwait, while earning much less from oil exports than Saudi Arabia, also spends less. Kuwait's imports of goods and services were worth about \$7,000m to \$8,000m last year—a fifth of Saudi Arabia's.

With an eye to the day when oil reserves are depleted, Kuwait has developed skill in choosing safe investment outlets for its surplus. It is now four years since the Reserve Fund for Future Generations was set up to invest state revenues long term and provide a future alternative to oil income. The reserve fund's importance can be gauged from the fact that it was allocated KD324m in the 1979-80 state budget, while the state general reserve received KD617m. Together, they accounted for 30 per cent of total budget outlay of KD5,241m. In contrast, development projects received only KD395m.

Having had a large amount of money to invest abroad for some years has given Kuwaiti banks and financial institutions a sophisticated international outlook. The country has a wide array of investment houses and commercial banks which are extremely active in the Euro-market, either in their own right, or through their connections with Arab international banks. The names of Al-Falaj Bank, Kuwait Investment Company (KIC), Kuwait International Investment Company (KIIC) and Kuwait Foreign Trading Contracting and Investment Company (KFTIC) are those most frequently seen among the participants in Euro-market loans, but other Kuwaiti banks also participate.

These banks also manage bond and note issues, including this year's \$40m note issue for the European Coal and Steel community and a

\$65m floating rate note issue for Union de Banques Arabes et Françaises.

Kuwaitis are also avid purchasers of equity and real estate. References to such investments are seen almost daily, recent examples being the acquisition of a substantial number of shares in three Japanese companies and the purchase of a stake in office blocks occupied by Rhone Poulenc in Paris.

While finding foreign investment outlets does not seem to be a problem, keeping dinars in Kuwait is a difficulty. In controlling liquidity, the Government is caught between the desire to keep the dinar stable in relation to the dollar and the fact that this stability makes it easy for Kuwaitis to transfer funds into dollar deposits without incurring much exchange risk. This they readily do when interest rates abroad, particularly in the United States, are attractive.

The result is volatile liquidity in Kuwait which affects trade and the banking system. Because of Islamic banking laws, the banks are allowed to charge no more than 10 per cent on overdrafts while they have to pay much more than that for funds in the interbank market at times of high demand for dinars.

There are few avenues open to the Kuwait Government in resolving this difficulty. It is unwilling, on ideological and political grounds, either to introduce exchange controls or to raise domestic interest rates above the 10 per cent ceiling. In the past year, however, different measures have been taken to try to ease pressure on the dinar.

One is the temporary closure of the dinar bond market. In existence since 1974, the bond market thrived on the dinar's stability vis-à-vis the dollar which arose because the dinar is valued in a basket of currencies with a high dollar content. In 1978 and the first nine months of 1979 the market was particularly successful. The volume

of new issues amounted to KD112m in 1978 and KD106m in 1979, but the closure.

The market attracted a highly-rated borrower including the city of Credit Lyonnais and Central International Finance which came to borrow because the dinar seemed stable and because it was cheap in relation to available funds elsewhere.

But in the event of liquidity shortage, the dinar is to be squeezed as foreign borrowers. Towards the end of 1979, the Government informally asked three Kuwaiti banks which normally manage di bonds—KIC, KIIC and KFTIC—not to make issues for the dinar.

The market's closure is not really world closure. 1 original reason for establishing the bond market was to create an investment which the return, Kuwaiti investors, would in their own currency, soon as the bond market ceases to be an asset becomes a liability, there no reason, from the Kuwait point of view, to have it.

Other measures have included the introduction of rediscount facilities, putting government money in the economy through interest rates intervention on the Kuwait Stock Exchange in the shares, non-Kuwaiti Gulf companies. The has followed an incline other shares, a in Bahrain except compar were heavily oversubscribed and most of the subscriptions were thought to have come from Kuwait.

These measures have helped to remedy liquidity shortages to some extent but as long as intervention interest rates remain high and political development across the Gulf uncertain Kuwait is unlikely to be able to solve the problem.

Margare

Greenhalgh

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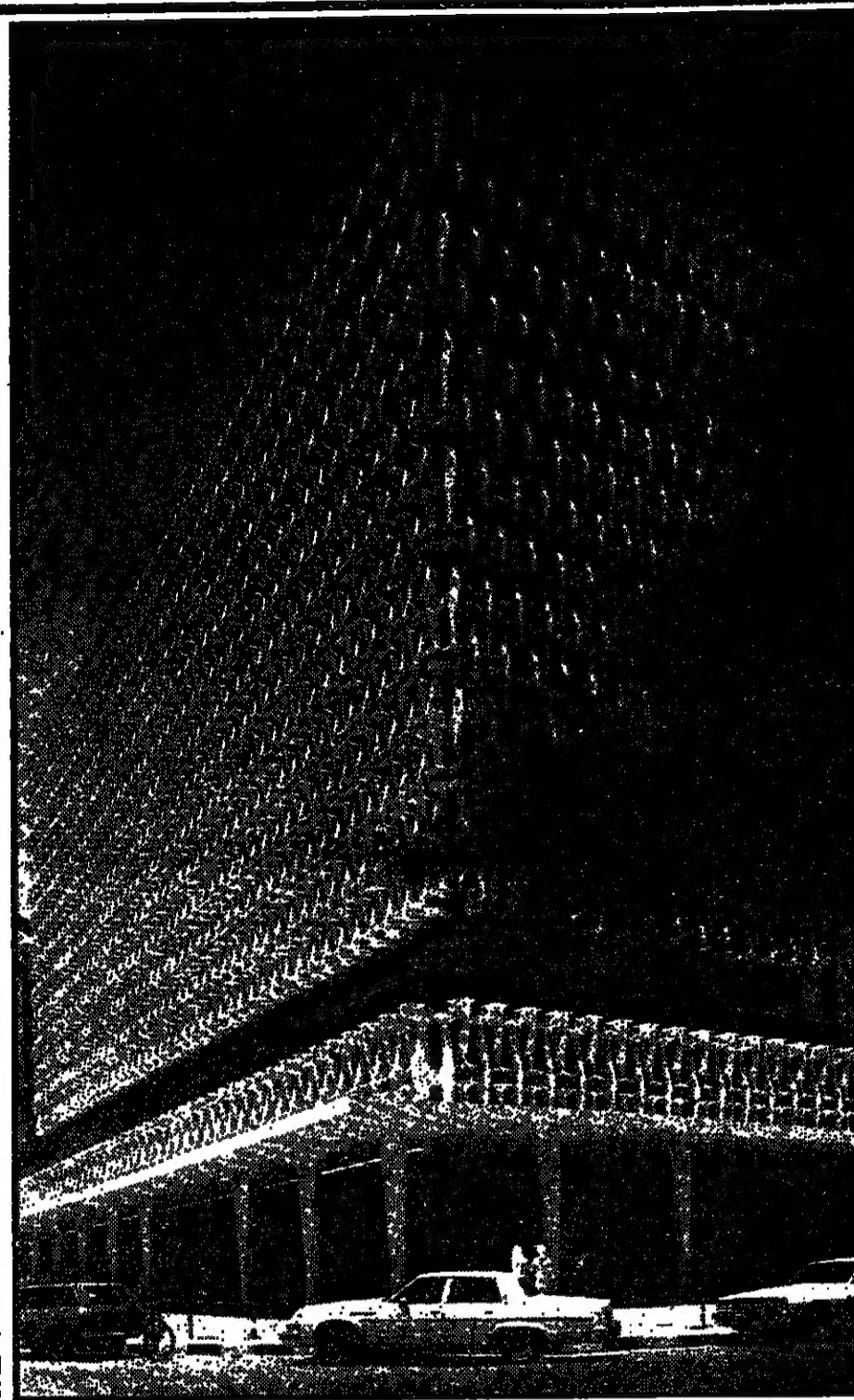
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ARAB BANKING

Qatar: slow adjustment to new climate

cancellation of the inter-bank agreement on interest rates was a bold step for the Qatar Monetary Agency. The agreement, which ended on the eve of 1980, had been in force for eight years.

Worked out before the age increases in oil prices and revenues, it allowed the commercial banks to pay interest rates of only 4 per cent on savings, and 4 to 6 per cent on time deposits in local banks. But it was altered to only by those few banks which were operating when it first came into force, and it had for long been viewed by both bankers and government officials as unsuitable for changed economic circumstances in Qatar and in neighbouring oil states.

Mainly because of the agreement's rigidity, for example, substantial Qatari funds fled the country to invest in much higher interest rates in countries as far as Bahrain with its booming offshore banks. Since only a few banks were bound by the agreement, there was a freedom of movement which gave the monetary agency less control of domestic monetary and financial

policies than it would have liked. Although it is now about 10 weeks since the agreement ended, no clear interest rate structure has yet emerged. It looks as if it will be some time before banks and customers adjust to the new climate. Some bankers have called for floating interest rates, particularly for lending, but the monetary agency has so far rejected this. Instead, interest rates are temporarily fixed at 5 to 7 per cent for deposits, and 7 to 9 per cent for lending.

Of the 13 commercial banks operating in Qatar, 10 are branches of foreign institutions. They include three from the United Kingdom, and one each from the United States, Pakistan, Iran, France, Lebanon, Jordan and the United Arab Emirates.

The three domestic banks are the Qatar National Bank, Doha Bank and the Commercial Bank of Qatar. The 10 foreign commercial banks are believed to hold about four fifths of local deposits, most of which are invested abroad.

The strong foreign interest in Qatar no doubt helped the country when it successfully tapped the Eurodollar market to finance its four big industrial projects at Umm Said, carried out by the Qatar General Petroleum Corporation, Qatar Fertilizer Company (Qafco), Qatar Petroleum Company (Qapco) and Qatar Steel Company (Qasco). One of the biggest Eurodollar loans ever raised for an Arab state, a \$350m

seven-year credit at 1 per cent above Libor, was arranged in July 1977 for the four projects. The 10 lead managers included Chase Manhattan, UBAF, Abu Dhabi Investment Company, Bank of Tokyo, Gulf International Bank and Hambros Bank.

The loan, with a spread of 5/8 per cent above Libor for the first four years and 4 per cent above Libor for the last six, was guaranteed by the Government.

The last time Qatar tapped the Eurodollar market was in December 1978 when Qapco raised a \$175m medium-term loan. The credit, which was over-subscribed because of Qatar's good credit rating, was lead managed by four banks, comprising Chase Manhattan, Deutsche Genossenschaftsbank, UBAF and the Qatar National Bank.

Having secured these three loans, totalling \$625m, Qatar is not likely to borrow more in the Eurodollar market for some time, especially since its oil revenues are expected to reach at least \$5,000m this year, more than twice its annual revenue when it last tapped the Eurodollar market.

Atef Sultan

Qatar (rials m)		Monetary authorities		Commercial banks	
		1976	1977	1976	1977
Reserves:		425*	582*	77*	213
currency outside banks		373	505	573	—
Foreign assets		542	642	853	1,511
Claims on:					
Commercial banks		18	83	88	—
Private sector		—	—	—	1,559
Demand deposits		—	—	—	2,464
Time and savings deposits		—	—	—	1,582
Foreign liabilities		—	—	—	1,200
Government deposits		148	101	125	1,480
Credit from monetary authorities		—	—	—	1,809
Capital accounts		33	48	54	252
Other items (net)		-47	-7	-13	284
					322

* Reserve money
Source: IMF

Libya: cofounder of new \$1,000m venture

three years after its spectacular move to acquire a 5 per cent stake in Fiat, Libya is again making another thrust into foreign investment by being cofounder of the biggest rabbi-fully-owned joint venture. With a capital of \$1,000m, the new venture, Rab Bank of North Africa (RAB), will have its head office in Bahrain from where it will start business this year, both on shore and offshore.

Libya and Kuwait have ready cash in \$250m each. RAB's issued capital of \$500m, and Abu Dhabi has subscribed \$125m. ABC's ordinary capital of other \$500m. The remaining \$375m, divided into shares of \$100, was made up of shares of \$100, and only two years later he was being offered to Gulf states, and at least one is believed to be interested in acquiring a \$125m participation. The offered shares again when he takes over. The offered shares again when he takes over. The offered shares again when he takes over.

Abdullah Azzam, now the chairman and general manager of the Rab Bank of North Africa (RAB), will be president and chief executive. Forney, a London-based financial adviser, is one of the world's top 15 bankers, he has already proved himself an aggressive young entrepreneur. Mr. Saudi, now 42, was for instance the chief architect of Libya's Fiat move making Libya the second-biggest shareholder in one of Europe's largest companies.

After a short spell as a teacher in Libya, Mr. Saudi joined his country's central bank three years after he set up in 1955 and became its manager. He was made deputy manager in 1970, and only two years later he was being offered to Gulf states, and at least one is believed to be interested in acquiring a \$125m participation. The offered shares again when he takes over. The offered shares again when he takes over. The offered shares again when he takes over.

Mates throughout the world, including London, Paris, New York and Cairo. Up to December 1978, LAFB made a profit of \$135m, and assets and liabilities in that year balanced at about \$2,315m, an almost 50 per cent rise on 1977. In 1979, LAFB was lead manager of two Eurodollar issues, one for \$100m for Fiat Finance Corporation, and the other for \$90m for a consortium of Yugoslav banks. In that year, it also managed six Eurodollar loans worth \$615m, including \$220m for Banco Nacional de Cuba, \$50m for

Libya (dinars m)

		Central Bank		Commercial banks	
		1976	1977	1976	1977
Reserves:		830*	1,052*	1,322*	187
Of which currency outside banks		436	585	664	—
Private sector deposits		210	286	387	—
Foreign assets		1,064	1,824	1,475	64
Claims on:					
Government		533	354	910	—
Private sector		23	24	25	742
Demand deposits		—	—	—	855
Quasi-monetary liabilities		261	286	304	—
Of which: commercial repayments		140	144	147	—
Foreign liabilities		1	1	3	18
Government deposits		324	314	390	34
Capital accounts		—	—	—	45
Other items (net)		208	349	392	108
					16

* Reserve money
Source: IMF

Meccanica Finanziaria Internazionale of Italy, KD12m for Norges Kommunalbank, and two KD10m issues, one for Mitsubishi Heavy Industries and the other for Banque Nationale de Paris.

LAFB managed five 1979 issues worth \$305m, the biggest of which was a \$100m loan for Trans Tunisian Pipeline Company, a \$75m issue for European Investment Bank and a \$20m certificate of deposit (CD) issue for Al Ahli Bank of Kuwait. Among loans managed in 1980 is a \$65m Eurodollar floating rate notes issue for Union de

Banque Arabes at Francfort, Paris, in which LAFB has a 7.5 per cent interest.

LAFB's performance contrasts sharply with other Libyan banks which are not allowed to open branches or representative offices abroad, and whose foreign assets have to be made mostly through LAFB's overseas affiliates. Ten weeks after Colonel Gaddafi's revolution of September 1969, all nine banks then operating in Libya were nationalised and on December 22 of that year all foreign shares in these banks were nationalised.

The banking system was then reorganised. There are now five commercial banks (Mesraf Al-Jamahiriyah, National Commercial Bank, Umma Bank, Sahari Bank and Wadda Bank), two specialised banks and two insurance companies. Apart from Yugoslav banks of Yugoslavia's representative office in Tripoli, no foreign banks have offices in Libya.

Under the slogan "partners not wage earners", Colonel Gaddafi, in late 1978, began to put into practice his radical economic and political ideas, expressed in the second volume of his intriguing *Green Book*. He called on Libyan workers to take over factories and commercial establishments to sweep away the public sector's bureaucratic administration and the private sector's exploitative management.

Inspired by a massive official campaign, response was quick, and by early 1979 almost all private businesses were taken over and "people's committees" were set up to run businesses, including factories, supermarkets, hospitals and even Libyan embassies abroad.

The fact that Libya is a rich country with a small population (about three million) means that a large part of its increasing oil revenues can be channelled into massive development projects. Its five-year plan up to 1980 amounts to almost \$32,000m and despite the difficulty in absorbing allocated investment, caused mainly by labour shortages and port congestion, Libya has achieved some of the world's highest growth rates. This has been Colonel Gaddafi's most important political asset at home.

Moreover, despite Libya's apparently radical foreign and domestic measures, its economy still depends heavily on the West and foreign workforce. Italy for example, is by far the biggest supplier despite the uneasy relations since the expulsion of the Italians in 1970.

Libya's biggest schemes are being built by the West: the Abu Kammash \$515m chemical complex and the \$520m Homs power stations by West Germany and the \$1,000m Misurata iron and steel complex by Swiss, British, West German and Japanese firms. The United States, which has recently approved deals for \$100m worth of heavy lorries and commercial aircraft after being assured that the equipment would not be used by the army, is Libya's biggest market, with oil sales worth nearly \$4,000m in 1978.

A. S.



Dealing room of the Saudi National Commercial Bank, Bahrain.

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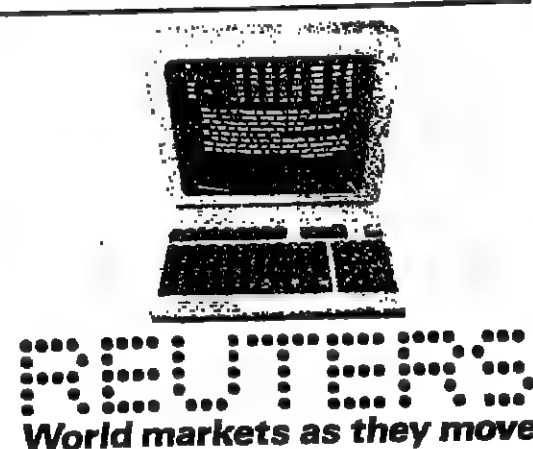
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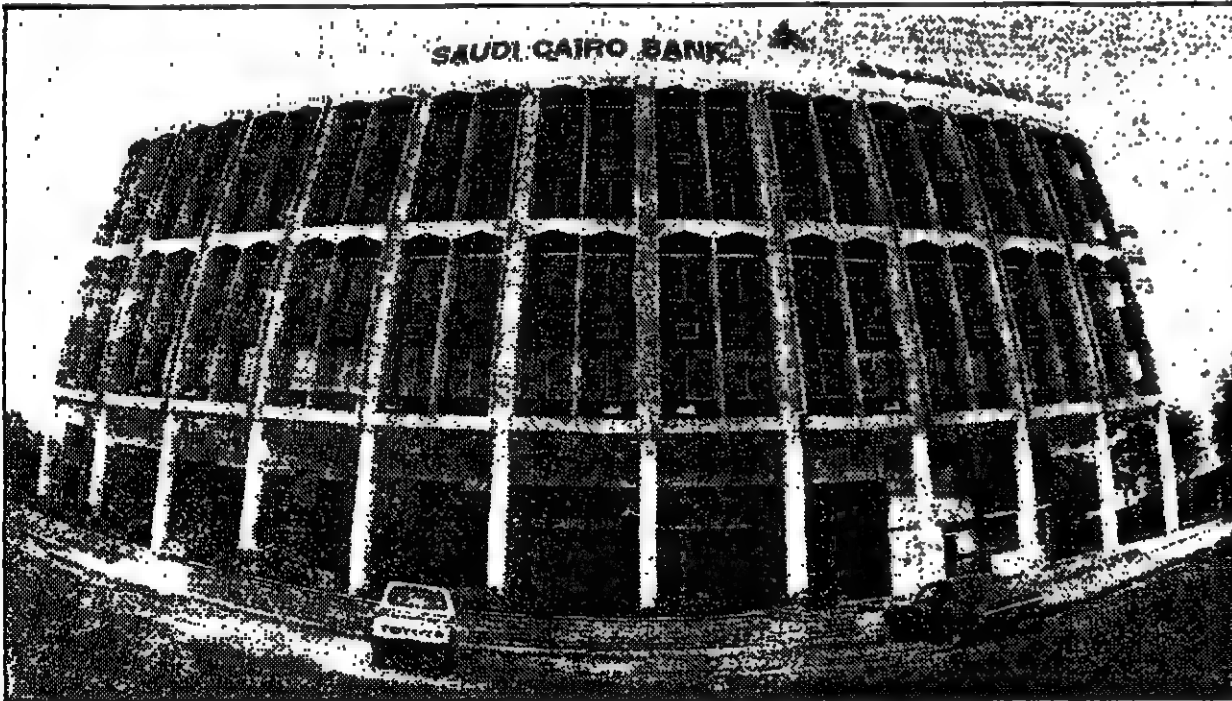


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Cairo Bank

ARAB BANKING

Egypt: changes in domestic regulations

Banking has played an important role in laying the foundations for Egypt's economic recovery. It has been the most active sector since President Sadat launched his "open door" policy in 1974 and possibly the most controversial. Unhindered by the restrictions binding the local banks, which for a generation had done little else but act as a conduit for government funds to the public sector, the foreign banks were able to move easily into lucrative trade financing and profit from the indulgence of Egypt's middle classes, compensating for years of austerity.

The local banks reacted negatively to this foreign banking invasion—and with reason. For clearly the vast majority were not performing the development function on which they obtained their licences.

In their defence the foreign banks argue that trade financing was an essential first step to finding their way in a strange market, building up customer credit ratings from which they could then look at investment opportunities. Now a few are beginning to promote medium-term lending.

In the past three years there have been major changes in domestic banking. The four public sector banks are now able to take foreign currency deposits, which has meant that they have managed to keep the majority share of expatriate deposits. Of \$3,000m thought to be deposited with the commercial banks some 80 per cent is held in the public sector banks.

At the same time domestic interest rates have risen—though not sufficiently in most people's eyes. The maximum interest to be gained on Egyptian pound deposits is 9 per cent against 14 per cent for dollars. Another 1 per cent to 2 per cent rise is being mooted under pressure from the IMF. Another major change was the decision at the end of 1977 to remove a 40 per cent withholding tax from all savings and deposits. This is expected to raise the level of local savings to nearly 80 per cent of national investment this year compared with a minimum of just under 40 per cent in 1974.

The public sector banks are moving more and more into the private sector, but traditional business patterns remain. The National Bank of Egypt, with 94 branches, continues to specialise in import-export financing. Banque Misr, formerly an industrial development bank before the 1952 revolution, specialises in domestic trade financing. It has 175 branches.

The Bank of Alexandria's 85 branches service the industrial sector, while the Banque du Cairo handles service industries and construction. It has 78 domestic branches and overseas branches in UAE and Bahrain. All four banks have at least one joint venture with foreign partners. The National Bank has a 51 per cent stake in a joint venture with Chase Manhattan Bank called Chase National. Like Misr International, a joint venture between Banque Misr, Misr Insurance Company with the First National Bank of Chicago, Banco di Roma and Union de Banques Arabes or Banque-Chase National can deal in Egyptian pounds because of a controlling Egyptian interest.

European-American Bank, a joint venture between Bank of Alexandria and American Express, likewise may offer Egyptian pound accounts. In a different category are the joint venture banks without Egyptian controlling interest. These are not able to work in Egyptian pounds. Chase Merchant Banking Group and the nine co-managers comprised five Arab banks, three British and one Japanese.

Jordan's oldest commercial bank, the Arab Bank, set up in 1930, is the biggest privately-owned bank in Arab countries. Its balance sheet for the first half of 1979 stood at JD1,090m and participations in syndicated issues raised for domestic developments were worth JD63m, about two thirds of all participations between January and June.

Apart from seven offices on the West Bank (closed since June 1967 war), the bank has 51 branches in several countries, including five in Saudi Arabia, two in London and one in Paris, and an Athens branch is to open soon. It also has several foreign affiliates, including Arab Bank (Overseas), with offices in Zurich and Geneva and others in Morocco and Nigeria. Last June, the Arab Bank became full owner of the Morgan Grenfell Finance Company. Now renamed Arab Bank Investment Company, it remains the bank's merchant banking arm in Europe.

Progress made in commercial and merchant banking was accompanied by setting up another financial institution, the Amman Financial Market (stock exchange). Turnover in 1979 was worth JD15.9m, nearly triple the JD5.6m worth of trading in 1978, the exchange's first full year. Floor trading lasts only for one hour every morning and listings include the Central Bank of Jordan's development bonds and all Jordan's public shareholdings. Last year, bank and financial institutions shares accounted for 43 per cent of trading, while industry shares took 42.6 per cent, insurance companies 5.9 per cent and service companies 8.3 per cent.

About 15 per cent of trading is believed to have been made on behalf of Jordanians and other Arab investors, including some public institutions, and about 30 per cent on behalf of West Bank Arab residents. The exchange plans to list negotiable certificates of deposits (CDs) as a secondary market device. Jordan's first CDs were issued in 1978 by the Amman branch of Citibank.

Closely linked with the Amman exchange is the Jordan Securities Corporation, which is expected to start trading soon. The World Bank's affiliate International Finance Corporation, which is advising on setting up the corporation, has subscribed 10 per cent of its JD2m capital which has been oversubscribed by nearly eight times.

Among other subscribers are Samuel Montague and

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Egypt (£E m)	Central Bank			Commercial banks		
	1977	1978	1979 (Aug)	1977	1978	1979 (Aug)
Reserves	2,082*	2,655*	3,231*	495	505	840
Of which: currency outside banks	1,749	2,184	2,482	—	—	—
Foreign assets	344	590	823	1,333	1,724	1,807
Claims on:						
Government	1,873	4,169	4,740	1,816	2,383	3,085
Commercial banks	1,544	1,633	1,821	—	—	—
Specialized banks	104	170	187	102	68	144
Private sector	—	—	—	1,537	1,790	1,947
Demand deposits	—	—	—	1,193	1,363	1,639
Time and savings deposits	—	—	—	1,180	1,858	2,170
Foreign liabilities	1,707	3,670	3,874	625	747	824
Government deposits	47	101	58	366	595	730
Counterpart funds	—	—	—	142	125	112
Credit from Central Bank	—	—	—	1,530	1,589	1,762
Other items (net)	30	136	208	267	402	587

* Reserve money

Source: IMF

In this category come two banks that have been most active as development banks, the Misr International Bank in which Bank of Alexandria and Misr Insurance Company both have a 25 per cent stake, the remaining 50 per cent being held by Iranian interests, and Cairo Barclays International, a fifty-fifty joint venture between Barclays Bank and Banque du Cairo.

At the end of December 1978 MIB had initiated projects worth \$266m taking up equity or providing medium loans worth \$58m: \$38m of which were underwritten by export guarantees. MIB has mobilized Egyptian, Western and Arab capital for these projects, which range from a \$72m textile mill and an air conditioning project to a dairy brick making and a dairy farm.

Cairo Barclays is involved in 17 projects, with a total capital of \$142m, to which it has committed \$12m. In a medium-term loan, it is providing a further \$5m committed. Barclays is actively looking for small to medium-sized industrial projects.

The Central Bank exercises the most cursory supervisory control over the 17 foreign branches operating in Cairo. For the most part they finance trade and provide supplier credits, but some like Lloyds Bank of International are taking a more active interest in savings. The Alexandria branch of Lloyds Bank is looking for small to medium-sized industrial projects.

In a class of their own are the Arab African International Bank founded in 1964 as the Arab African Bank, and the Arab International Bank which was founded in 1971. Both banks predate the advent of the open door policy and do not operate under Egyptian law.

Both banks were deeply involved in the dispute over the disbandment of the Arab Organization for Industrialization, the multi-million dollar arms industry Egypt was developing with Saudi, UAE and Qatari finance before it was disbanded after the Egyptian-Israeli peace treaty. Although not bound by Egyptian law, the banks decided to freeze the AOI

accounts—as they did the accounts of the various branches of the Arab League—and only permitted disbursements for the purposes originally designated.

This has allowed the Egyptian authorities to proceed with the building of factories for the production of West land helicopters and Rolls Royce Lynx engines, a power them even though there are unlikely to be sufficient funds actually to produce them.

Arab African International and Arab International were also co-managers with the other Arab banks, the Egyptian Arab Bank and the Union de Banques Arabes, for an abortive \$300m loan for the Egyptian Government last spring. This has to be abandoned after the four Arab banks withdrew in protest at the Egyptian-Israeli treaty.

Taking advantage of the huge rise in workers' remittances—they were about \$2,000m last year—a number of local banks have been created to use expatriate savings. The Alexandria branch of Lloyds Bank is looking for small to medium-sized industrial projects.

Other banks or investment institutions to have been set up in the past three years are the Suez Canal Bank which specializes in business in the Suez Canal zone, the Faisal Islamic Bank, a joint Egyptian-Saudi Arabian bank operating in the Shari'ah Islamic law which forbids payment of interest and is a joint Arab Investment Corporation (JAICorp). JAICorp claims to be the first Egyptian merchant bank. It has been operating about six months and has been active in syndications for hot development.

Alan Mack

Jordan: lively business on many fronts

Powered by substantial funds pouring in from abroad—workers' remittances, foreign loans and aid and export and tourism earnings, Jordan's banks and financial institutions are doing brisk business. Now enjoying sustained growth and stability after the troubled years that followed the 1967 Arab-Israeli war and the loss of the export-rich West Bank, Jordan's banking system is developing fast to become one of the most advanced in the Middle East.

This is reflected not only in the number of newly established institutions, including a stock exchange, but also by the sharp rise in banking assets and lending and the country's diverse investment opportunities. Three commercial banks, all with big Gulf participation, started business in the last two years: the Jordan-Gulf Bank, Jordan-Kuwait Bank and Petra Bank. Two merchant banks, the Arab-Jordan Investment Bank and the Arab Finance Corporation (Jordan) as well as the profit-sharing Islamic Bank for Finance and Investment were also established.

This brings to 15 the number of commercial banks in Jordan, seven of which are privately owned and five of which are branches of foreign banks, including some from Britain and the United States. Between them, the 15 banks now have more than a hundred branches in major cities.

Commercial banks' assets rose to JD615m in November 1979, from JD596m a year earlier, and only JD143m in December 1974. Advances made by these banks also increased considerably. In the first 11 months of 1979, they totalled JD455m, compared with JD333m for the whole of 1978 and JD201m for 1977. Most of these credits go to private borrowers with construction and trade—the biggest outlets—taking JD143m and JD134m respectively from January to November 1979. The borrowing interest is fixed at 9 per cent, a rate unchanged for almost a decade. Similarly, time, demand and saving deposits in these banks are rising fast, reaching JD584m in November 1979, from JD415m a year earlier, as a result of the steady flows of money remitted by Jordanians working in the Gulf, now worth about \$800m a year.

One interesting function of newly-created merchant banks was pioneering locally-syndicated loans for Jordan's industry and tourism. A recent example of this was the country's first locally floated private sector bond issue of \$15m to help finance building a fifth kiln for Jordan Cement Factories Company which runs the country's only cement works at Fuheis. The 10-year issue was managed by the Arab Bank Investment Company together with

Chase Merchant Banking Group and the nine co-managers comprised five Arab banks, three British and one Japanese.

Jordan's oldest commercial bank, the Arab Bank, set up in 1930, is the biggest privately-owned bank in Arab countries. Its balance sheet for the first half of 1979 stood at JD1,090m and participations in syndicated issues raised for domestic developments were worth JD63m, about two thirds of all participations between January and June.

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Jordan (dinars m)	Central Bank			Commercial banks		
	1977	1978	1979 (Aug)	1977	1978	1979 (Aug)
Reserves	258*	300*	366*	67	82	70
Of which: currency outside banks	186	210	282	—	—	—
Foreign assets	229	286	317	97	75	89
Claims on:						
Government	59	57	89	33	69	76
Private sector	—	—	—	197	314	418
Demand deposits	—	—	—	126	150	175
Time and savings deposits	—	—	—	124	227	281
Foreign liabilities	—	—	—	19	60	83
Government deposits	24	31	22	17	24	33
Capital accounts	—	—	—	21	55	59
Other items (net)	9	11	17	27	23	22

* Reserve money

Source: IMF

Company of London (5 per cent). The corporation, cent, the European Arab with strong support from Bank (10 per cent), Kuwait the central bank, will use International Investment Company (10 per cent) and Beirut's Gafinor group (2

In another move, the central bank is gradually raising exchange controls. Since May 1979, it has permitted transfer of foreign currency in any form, not only in cheques or official overseas remittance forms as before. Jordanians are now allowed to deposit up to JD10,000-worth of foreign currency in local bank Commercial banks we recently licensed to operate in the country's three zones, including one at Aqaba, with no exchange restrictions. It is expected that the country's high inflow of foreign exchange together with a Jordanian dinar being strong, the central bank may abolish remaining controls and may even allow setting up offshore bank units in Amman.

Atef Sult



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Lebanon: finance system survives effects of civil war

As governments, financiers always been more than 100 per cent, and is now much more than ever. So it is hardly strange that in the past five years of political unrest, and even in the bloodiest days of the 1975-76 civil war, confidence in the Lebanese pound, and in the banking system in general, remained high. There was no real financial panic, and some banks remained open throughout the fighting. Gold reserves remained open, and the exchange rate was kept freely floating.

Such a picture ignores the serious effects the civil war has had on Lebanon's banks,

and on the whole economy. Up to 1975 Beirut was by far the most important commercial centre in the region, and its well-organized banking system had been a big attraction to the international corporations seeking a base in the Middle East. In the years after the 1973 oil price increases, Beirut's banks were an important channel for Arab capital seeking investment opportunities in the financial markets of Europe, the United States, and the Far East.

The rise of other important financial centres in the region, such as Bahrain and Kuwait, has deprived the Lebanese banking system of an important source of business. The Arab "petrodollars", which were handled through Beirut, have found more direct routes to the capital markets of the industrialized countries.

Beirut still has many things to offer—a wide variety of financial services, experienced staff, stringent banking secrecy, and a strong domestic currency—but it lacks that most important merit sought by the international businessman: security.

It would be wrong to think that, just because Beirut has lost its place as "the Hongkong of the Middle East", Lebanese banking has fallen into stagnation. Far from it. The

banks' resourcefulness and flexibility has enabled them to adjust to the adverse conditions with remarkable success.

Many reacted by moving to Paris, Brussels, London or elsewhere, setting up branch offices, representative offices, subsidiaries and affiliates providing banking services to Lebanese and other Arab expatriate companies, and continuing to act as channels for funds from the Arab oil-producing countries. The list of such banks is long but includes Jammal Trust Bank and Lites Bank in London, Byblos Arab Finance Bank (Belgium) in Brussels, and in Paris Banque Libanaise pour le Commerce, Banque Libano-Française (France), Banque de l'Orient Arabe et d'Outre-Mer and many others. Lebanese banks have also been active in the Gulf, particularly in the United Arab Emirates.

For the banks in Lebanon the main problem since the end of the war has been an excess of liquidity. With confidence in the banks and the currency high, but with few opportunities for domestic investment, the banks found themselves with more money flowing in than they knew what to do with. The result was a temptation to lend money for speculative purposes, particularly in real estate and foreign currencies. This

contributed to inflation, estimated to be more than 20 per cent each year, and led last summer to disturbing fluctuations in the exchange rate. As a result the authorities decided to impose credit ceilings on the banks, and tightened reserve requirements, at the same time allowing a greater proportion of those reserves to be held in the form of government securities.

The Government was not slow to see the advantages to itself of an over-liquid banking system. Before 1976 it had hardly ever needed to borrow from the banking system, because its budget generally showed a surplus. But since then the Government has been unable to collect many of its tax liabilities, and so its spending has been financed partly through bank borrowings.

A deficit of more than £1,000m (£133m) was included in last year's budget, and financed largely through short to medium-term Treasury bill issues. The authorities are studying the means of establishing a brokerage firm to promote a secondary market in government securities.

A reconstruction plan prepared by Lebanon's Reconstruction and Development Council, to be carried out once there is sufficient political stability, envisages investments of about £22,000m (£2,933m), of which £10,000m

is to come from the public sector. Of that share, about £333m is to be financed by borrowing from the banking system. It is hoped that the rest of the necessary finance will come in the form of easy-terms aid from the Arab oil-producing countries. Even if such aid were not realized, money would be the least of Lebanon's worries. In the last resort it could fall back on its vast foreign reserves to finance development, or borrow commercially from the international capital markets.

The mere existence of a well-organized and efficient banking system will be invaluable to Lebanon, if and when reconstruction gets

under way. Even now, confidence in the economy, in the banks, and in the Lebanese pound is such that expatriate Lebanese remit more than \$100m a month from abroad—a flow which has helped to keep the balance of payments in surplus in spite of persistent trade deficits. But the real turning point in Lebanon's fortunes will come only when stability is restored and the estimated 200,000 Lebanese who have left the country since 1975 to work abroad begin to come home. Only then will Beirut perhaps be able to win back some of its former glamour as the financial heart of the Middle East.

John Rizq

Lebanon £Lm

	Bank of Lebanon			Commercial banks		
	1977	1978	1979	1977	1978	1979
	(Mar)	(Mar)	(Mar)	(Mar)	(Mar)	(Mar)
Reserves	4,751*	5,384*	5,256*	1,888	2,067	1,930
Of which: currency	—	—	—	—	—	—
outside banks	2,729	3,869	3,441	—	—	—
Foreign assets	5,873	6,883	6,653	5,770	6,032	6,045
Claims on:						
Government	861	843	871	475	949	1,188
Private sector	33	78	83	3,031	9,919	10,799
Commercial banks	101	77	56	—	—	—
Demand deposits	—	—	—	2,300	2,822	3,026
Time and foreign	—	—	—	—	—	—
currency deposits	—	—	—	3,309	11,004	11,776
Foreign liabilities	—	—	—	2,558	3,111	3,004
Government	—	—	—	—	—	—
deposits	1,843	1,718	1,835	—	—	—
Credit from Bank	—	—	—	101	77	56
of Lebanon	—	—	—	619	656	700
Capital accounts	—	—	—	1,317	1,317	1,307
Other items (net)	304	580	472	—	—	—

* Reserve money
Source: IMF



calm and orderly look in part of the Beirut waterfront area.

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ARAB BANKING

Oman: a modest revival of activity

Enured by several oil finds last year and by windfall revenues from higher oil prices, the Omani economy is looking forward to a modest revival of activity. Government investment, which has been slack in the past two years, is likely to increase. And the offshoots from new projects, such as the planned oil refinery, should stimulate all sectors of the economy.

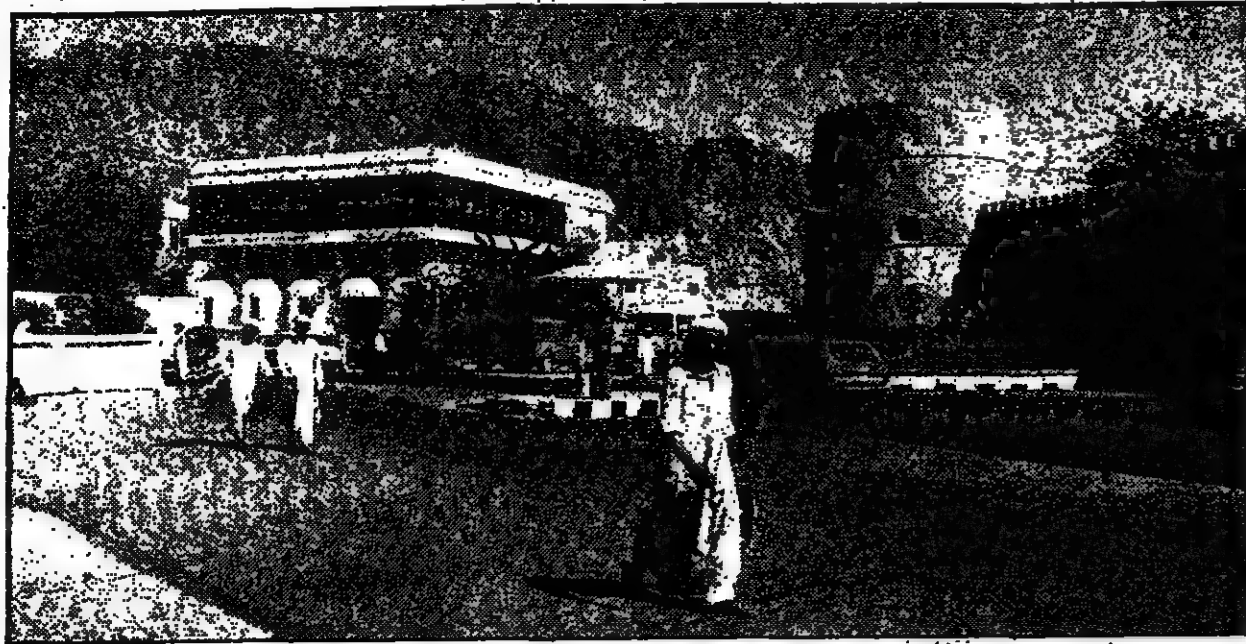
Oman's small economy is almost wholly dependent on oil. Production has been declining, to an average of about 295,000 barrels a day in 1979, compared with 315,000 in 1978 and 340,000 in 1977. But a few discoveries in 1978 and oil price increases in line with Opec (of which Oman is not a member but whose pricing guidelines it follows) have contributed to making prospects look more promising. It is now forecast that Petroleum Development Oman's (PDO) production will rise to 350,000 barrels a day by 1981 and remain at that level until at least 1983-84.

Oil revenues increased by about 60 per cent last year. They totalled \$52m in the first nine months of the year, compared with \$32m in the same period of 1978. Since then Oman's oil price has risen twice: by 10 per cent in October 1979 and by 16.5 per cent in January 1980, taking it to \$32.20 a barrel. PDO also announced its intention in January of auctioning an average 167,000 barrels a day for a minimum of \$41 a barrel.

The higher earnings have already had an impact on the country's official reserves, which have risen substantially, and on budget forecasts. The 1979 budget, originally projected to be in deficit, is now thought to have been in surplus and the Government may relax some of the tighter controls on its outlay which led to only 40 per cent of projected civil development expenditure being spent in 1978.

One sign of the times is the fact of the \$150m loan which Oman borrowed in the Euro-market in July 1979. The loan was Oman's first significant foray in the Euro-market but, by the time it was signed, it was scarcely needed and has still not been fully drawn down.

The loan was an interest-



The Muscat branch of National and Grindlays Bank next to the main gate into the old city.

ing exercise in several respects. It provided a useful gauge of Oman's international credit rating, although the favourable terms on which it was raised—1 per cent above the London interbank offered rate (Libor) for seven years, with three years' grace—also reflected the enthusiasm of the banks involved to lend to an Arab borrower. The loan was managed by 13 banks, many of which have strong Arab connections, and arranged by Abu Dhabi Investment Company, Gulf International Bank (in which Oman has a share) and the AL-UBAF Group.

By and large, Oman must appear a reasonable asset to international banks. It has other natural resources besides oil and its external debt is small. The disbursed portion amounted to about \$605m at the end of 1978, just under half of which was export credits, 24 per cent government loans, 15 per cent international aid and 17 per cent commercial loans. The renewed prosperity has coincided with an upsurge in the industrial countries' interest in Oman, whose strategic importance in the Gulf has taken on more significance. This may well result in an increase in

aid from the West and from other Arab countries, particularly Saudi Arabia. Whether this will filter into all sectors of the economy remains to be seen since external finance will probably be mainly for defence.

Nevertheless, the two factors are bound to stimulate the economy to some extent and keep the banking community busy. Since 1977, a moratorium has been imposed on new banks as 20 commercial banks, of which six are locally incorporated, are considered plenty for a country with a population of about 840,000 and gross national product of \$2,160m in 1978—a fifth of that of the United Arab Emirates.

The banks' operations consist mainly of the provision of personal banking services and of short-term credit for trade and the private sector. Lending to the private sector increased sharply after 1973 but growth has slowed in the past few years as reduced government spending reflected on all sectors.

While commercial banks' claims on the private sector grew by 40 per cent a year in 1975 and 1976, they increased by only 19 per cent in 1978 and by about 6 per cent in the first nine months of 1979. However,

Algeria appears to have come into its own, and those foreign bankers who backed it in leaner years are being proved right. Its oil and gas revenues rose by more than a half last year to \$9,706m, as the price of Algerian oil jumped from \$14.10 a barrel a year earlier to about \$30 a barrel in December 1979, and as sales of liquefied natural gas (LNG) increased.

Bankers now predict that, by 1985, Algeria may be earning \$5,000m a year from LNG exports alone, without counting the doubling of LNG export prices which Algeria is at present seeking. To this may be added even higher oil revenue as oil prices continue to rise. Algeria's Saharan blend was selling for \$34.31 a barrel in February.

Already, in 1979, Algeria succeeded in renegotiating the price of LNG being sold to El Paso of the United States. The original price, agreed some years ago, was ridiculously low and most experts consider the four-fold increase was warranted. Even the new price is thought to be well below the market value and may well be raised. The same goes for prices of other exports.

Algeria's many LNG sales contracts with Western Europe, most of which are due to come into operation by 1984.

Algeria's new-found riches have reversed what, two years ago, was a rather gloomy outlook for the economy. They have also allowed Algerian planners' wishful thinking on diversifying investments to become a reality. The external debt, now about \$19,000m, no longer looks so awesome in relation to projected revenues and the

Algeria: new-found riches

debt-service ratio is declining. It fell to 22 per cent last year, from 25 per cent in 1978.

In many ways 1978 was a watershed. It was the year in which the first of the major new LNG plants, Arzew 1, was opened, and Algeria began supplying LNG to the United States. At the same time the state oil and gas company Sonatrach mounted a vigorous information campaign which made international bankers more aware of the country and its prospects.

It was also the year in which a decision was taken to go ahead with the 2,500km Algeria-Italy natural gas pipeline, a decision which has as much political as economic portent because it links Algeria inextricably with Europe. And, towards the end of that year, the country experienced a change of leadership, with the death of former President Boumedienne and the election of President Chadli.

Recently, a top-level party meeting announced that future economic strategy would put emphasis more on social needs and that there would be less investment in heavy industry and less dependence on foreign technology and finance. Such a policy shift will be welcomed by most international bankers. Agriculture, housing and labour-intensive light industry have been to some extent neglected, as investment has gone primarily into the gas and other heavy industries.

However much the Government might have liked to divert investment into these sectors it was not, until 1979, really in a position to do so because hydrocarbons now \$200m for 10 years at 10 per cent over the London interbank offered rate

and gas sector at the same time as increased outlay on other projects.

Increased revenues are having a twofold effect. On the one hand they are allowing a steep rise in total government spending—this year's investment budget is up by a remarkable 41.8 per cent—and on the other they mean that some of the longer-term projects are less necessary.

Algeria will have sufficient revenue for its needs without the increased sales that further liquefaction plants would allow. It is possible, for example, that the doubling of capacity at the Skikda plant will be postponed, if not shelved completely.

Reduced dependence on foreign funds is also likely, partly because with higher earnings Algeria no longer needs external finance on the scale of the past two years. The country's Euro-market borrowing, already slowed to only \$2,039m in 1979, compared with \$3,297m in 1978.

Whatever funds Algeria does need, it should have little difficulty in obtaining them and at favourable rates. Its credit rating improved considerably in the two years, because it looked a more stable and potentially prosperous developing country than most and because international banks, awash with liquidity, were more than usually anxious to find borrowers.

There is no doubt that Algeria took advantage of this climate to borrow in anticipation while the terms were favourable. Circumstances had changed so much that, in October 1979, Sonatrach was able to borrow \$200m for 10 years at 10 per cent over the London interbank offered rate

Libor) terms, which was considerably more than

It seemed then that there could not improve much more for Algeria, particularly as many of the country's customary customers were nearing bankruptcy. This was particularly so for some United States banks, which, by law, cannot lend more than a certain percentage of their capital to a single borrower.

These banks are no more flexible as Algeria has started to repay early loans. The repayments, by at once boosting foreign banks' confidence in Algeria, while allowing them to re-lend, cut with their imposed limits. This was a factor which caused the Banque Nationale d'Algérie (BNA) to borrow \$200m in February 1980 for 10 years with five-year grace at 1 per cent over Libor.

Constant contact with the Euro-market has enabled Algerian banks to improve their sophistication. State companies and banks have borrowed, in the past two years, in a variety of currencies and through a range of financial instruments including fixed rate, floating rate notes, prime placements and syndicated loans.

The two banks most catered for by foreign borrowing are the BNA and the Banque Extérieure d'Algérie (BEA). Their function is to lead medium and short-term specific state companies. In contrast, the Banque Algérienne de Développement (BAD) lends in terms of Algerian banks have gained international acceptance through their efforts and associates, most of which are in Paris. BE, for example, is joint owner with the Libyan Arab Foreign Bank of Banque d'Investissement Arabe (BIA) in Paris. It also has shares in the European Arab Bank in Brussels, in Europabank in Frankfurt, in Union Méditerranéenne de Banques Paris. This experience is necessary to Algeria as it is strongly rumoured to be setting up a national money centre to benefit from the

Algeria (dinars m)

	1978	1977	1976	1975	1974	1973
Reserves	18,675	21,957	28,785	1,434	1,384	1,386
Of which: currency outside banks	17,241	20,579	27,285	—	—	—
Foreign assets	8,943	8,021	8,840	2,883	4,478	4,137
Claims on:						
Government	2,862	6,427	15,231	9,085	4,107	3,878
Private sector	338	338	338	39,919	39,878	58,447
Deposit money banks	8,778	8,516	7,333	—	—	—
Demand deposits	—	—	—	19,120	23,296	27,342
Time deposits	—	—	—	2,529	3,402	6,238
Foreign liabilities	280	208	231	4,539	6,598	3,584
Long-term foreign liabilities	—	—	—	5,215	5,793	9,352
Government lending funds	—	—	—	3,005	2,937	2,581
Credit from Central Bank	—	—	—	8,778	8,516	7,333
Government deposits	181	115	72	—	—	—
Other items (net)	1,833	4,019	2,666	1,234	3,021	4,448
Reserve money	—	—	—	—	—	—

Source: IIF

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A second earth station will become operational in 1980, and there are already direct dialling facilities to the United States, most of Europe and the Middle East, Japan, Singapore, Australia, New Zealand, Philippines, Taiwan and Hong Kong. More countries will be added to the list.

Other services recently introduced were IDAS—giving access to the huge data banks in the USA. And Bureaufax—a bureau which provides international facsimile services. The company also leases circuits to banks, airlines and many other concerns which give super fast international telegraphy links, as well as ship to shore telecommunication facilities.

Bahrain International Communications

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Bahrain's national telephone service is growing rapidly because of rising demand.

An investment programme is well under way to increase the size of the existing telephone system. A computer-based digital exchange plus a number of other new exchanges are being installed to meet existing and future requirements.

Bahrain Telephones can match the level of telecommunications sophistication offered by any country in the world. It offers the very latest push-button telephones and stored call facilities, which obtain frequently dialled numbers at the press of a button.

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HOME NEWS

Petrol pumps can give hort measure under new EEC regulation

By Arthur Osman

petrol stations in Britain can deliver short measure at pumps under a recent and known EEC regulation, it said yesterday. Garages, particularly larger ones, will suffer by many thousands of pence a year.

The Motor Agents' Association, whose members handle more than half the petrol sold in the country, said: "It means pumps will no longer be used in favour of the owner. These long-awaited changes will be warmly welcomed by all retailers."

Mr David Roberts, the chief of trading standards in Shropshire, said the change "hidden away" in a list of regulations and dealt with adoption of EEC levels of error on pumps.

Previously, on verification error in excess of one fluid ounce a gallon only was permitted, there being no error in accuracy permissible, he said. On inspection the error permitted was two fluid ounces a gallon, and in deficiency a half fluid ounce a gallon. On those errors had been in 1979.

The new error on verification is 0.5 per cent in excess, and on inspection error in excess and a half per cent in deficiency.

In practice this all means the error in deficiency has been introduced on verification, now pumps can legally give a half per cent short.

That may not mean a great deal to the individual motorist, but a garage selling 500,000 gallons a year will have a saving of 250,000 gallons a year, and who can now ask for the pump to be at a half per cent short sure, it could equate to 100.

The stamping fee for certification by an inspector is £20.45 for a blender pump and £12.30 for a straight pump.

Mr Roberts said the law had also been relaxed in another area. Retailers will be allowed to break the seal in the price-computing mechanism, either to reset the price as with blender pumps or to adapt the pump to meterisation.

But he must notify his local authority of his intention, and will be allowed to use the pump for up to 28 days without fear of prosecution.

"This makes lawful a practice which inspectors have informally agreed to in the past," Mr Roberts said.

"For a strict application of the law would have meant that once a pump was altered by changing the price, then it could not be used until tested by an inspector."

In the current issue of *The Motor Trade Executive*, circulated to the 15,000 members of the Motor Agents' Association, Mr Roberts said: "It will now be a much fairer 'swings and roundabouts'. A half per cent saving on 10,000 gallons a week at today's prices represents over £3,000 a year benefit for petrol station operators."

British Petroleum said: "We are not advising licensees to put pumps a half per cent short. It is not for us to give that sort of advice, because we do not carry the can if the measure given is wrong."

Other oil companies suggested a wise operator would not set his pumps at the half per cent short mark because of possible mechanical errors.

It was more likely operators would set pumps at exactly one gallon or one penny rather than above those levels, which had been the practice hitherto, to avoid short measure and risk of prosecution.

Scientists resume food label campaign

By Hugh Clayton

Agriculture Correspondent

Scientists who advise the Government have resumed their 14-year campaign to change the name of the cheap salad mixture called mustard and cress.

The Food Standards Committee, a quango responsible to the Ministry of Agriculture, Fisheries and Food, found in 1966 that the "mustard" was usually a blander plant called oilseed rape. Its British acreage grew fast in the 1970s because of its value as a source of oil for margarine.

The committee said yesterday that growers were reluctant to label their crops "rape and cress". It wants the Government to insist, in the interests of clear labelling, on the term "cress" and "cress".

"If food consisting of rape and cress is wrongly described as 'mustard and cress', this is an offence under the regulations," the committee said. The Ministry could not say how much "mustard and cress" contained rape instead of mustard. It said that there was little difference between the two plants.

"Mustard and cress" was one of many targets in the committee's latest campaign to bring order out of the chaos of food labelling laws.

If ministers accept its advice the term "high in polyunsaturates", which is used on some margarine, will be banned. The makers of such margarine will have to give the percentage of fat on the label.

A proposal by the committee to insist on full nutritional labelling on some groceries has met opposition in the food standards division of the ministry because it would add costs without benefiting consumers.

Claims and Misleading Descriptions (Food Standards Committee, Stationery Office, £4).



Thirlmere, a beautiful stretch of water in the Lake District, which may be opened to the public after eighty years.

Public may get access to Thirlmere

By John Chatterton

Proposals to open to the public the "dead water" of Thirlmere, the artificial reservoir created against bitter opposition in the heart of the Lake District at the turn of the century, are now being seriously considered.

The North West Water Authority, successor to Manchester Corporation water works, which flooded the four-mile long valley bottom lying between Borrowdale Fells and Helvellyn, plans to complete a treatment plant well down the Thirlmere aqueduct near Bolton by the end of this decade so that by then there should be no reason to maintain the ban on public access, fishing and boating which has irked Lake District residents and visitors for the past 80 years.

A preliminary statement on a future management plan for Thirlmere, one of the most beautiful of the Lake District waters except during drought "drawdown" periods, has been drawn up by Mr E. B. Baynes, chief planning officer of the Lake District National Park special planning board. It will be discussed at a planning committee meeting on Friday.

His statement says: "Although controversy over the impact of the development of Thirlmere as a reservoir both on the character of the area and on public access has continued from the 1870s, when the creation of a reservoir was first mooted, to the present day the main bone of contention in more recent years has been the lack of public access to the reservoir itself."

"The proposed construction of a water treatment plant would mean that by the late 1980s there will be no serious water quality constraints on the use of water for recreation."

The time is therefore opportune for the preparation of a management plan dealing particularly with the access issue.

Mr Baynes's statement suggests that any plan should not be confined to the reservoir but should apply to the whole of the water authority's Thirlmere estate, which covers about 12,000 acres. There is public access on foot to about two thirds of that area, including two nature trails, but the reservoir itself has been barred to the public to preserve the quality of the water flowing into the taps of Manchester.

The statement suggests the selection of a number of launching sites for small, non-powered boats on the lake but Mr Baynes points out that neither his board nor the water authority "would favour the intrusion of motor boats".

Whether the demand for sailing, rowing and canoeing facilities would justify the cost of providing access, safety supervision will have to be discussed, and also whether hire boats should be provided for public use or whether a sailing club or outdoor pursuit centre should be permitted to establish a base.

Mr Baynes does not think the lake will ever be particularly attractive either to anglers or swimmers. There are few fish in the lake and because of the acidity of the water it would be difficult to increase stocks. The coldness of the water is unlikely to attract many swimmers, he thinks.

The west side of the lake is quiet and remote but the busy A591 runs on the east side, carrying among other vehicles a high proportion of heavy lorries, some of them loaded with toxic chemicals. That is the subject of a separate controversy over whether such vehicles should be barred from the route.

Widow must pay £10,000 bail after priest fled

The widow of a former leader of the Irish Republican Socialist Party was yesterday ordered to forfeit a £10,000 surety she put up as bail for a priest on a bank robbery charge.

The Special Criminal Court in Dublin ordered Mrs Melissa Costello, whose husband, Sean, was murdered while leader of the party in October 1977, to pay £2,000 within seven days and the rest in six months.

She told the court's three judges that payment would cause her four children "great hardship". The judges made the order after Father Vincent Forde, aged 34, failed to turn up for his trial on a £46,000 bank raid charge.

Mrs Costello, aged 38, of Cornelscourt, Co. Dublin, said: "I trusted him fully, and one of the reasons was because he was a priest."

A police search for Father Forde, of Emisicrone, Co. Sligo, was launched when he failed to turn up for a scheduled hearing last month. He is understood to have links with the IRSP.

Mrs Costello told the court she had been asked by a friend to stand bail. One of the conditions for his release had been that he reported weekly at a police station near her home, and when he did not call in for ten days.

When they discussed the risk for Mrs Costello of losing the £10,000 Father Forde had assured her he would be present for the trial. The first she had heard about his non-appearance was on a radio news bulletin. She later saw associates of the priest but was unable to find him.

Mrs Costello said her house was valued at £25,000. She had a £4,000 car, a £41 widow's weekly pension, and children's allowances totalling £21 a month.

Judge Timothy Desmond, the court president, said she had known the risk she was facing, and the court felt the bail had to be forfeited. Mrs Costello's husband was shot dead at the wheel of his car. His murderer has not been found.

1,000 are at risk of fatal disease

About 20,000 people in Britain are at risk of developing fatal hereditary disorders, including cystic fibrosis, sickle cell disease, and the way of stopping the spread for those disorders is to remain childless.

That warning came yesterday in a report by the Office of Health Economics (OHE). Over the next 10 years a prenatal testing test, capable of detecting fetuses carrying the gene for sickle cell disease, will be developed, an OHE spokesman said.

A positive result would open the way for abortion, leaving a couple free to start another pregnancy in the hope of producing an unaffected baby, of which the chance would be 50 per cent.

The report said there was hope of curative medicine for the disorder being developed in the near future. More than 4,000 people in Britain suffer from sickle cell disease, but children or babies of carriers of the disease could develop it. Throughout the world there were 300,000 sufferers. The biochemical cause of the disease, an inherited defect of the red blood cells, is well understood and the disease is not contagious.

The report said the disorder is a health and social problem on an average £15,000 a year from diagnosis to death, despite such spending the cost of support provided was inadequate.

The report called for a single social agency, with nursing and social skills, to be set up to span the gap between medical and community care.

Copyright damages for authors against BBC

By Alan Hamilton

Eight authors who wrote scripts for a BBC television series have been awarded damages in the High Court because their material was also used for a book without extra payment and without their consent.

The BBC and Mr Desmond Wilcox, head of general features, television, were ordered yesterday to pay the authors' legal costs and to withdraw from sale any remaining copies of the offending book, *Explorers*, published in 1975 under Mr Wilcox's name to coincide with the screening of the series, *The Explorers: The level of damages, which are expected to be substantial, will be assessed by the Chancery Master.*

An infringement of copyright was admitted by the BBC and Mr Wilcox, who agreed to the inquiry into the level of damages to be awarded. An additional claim of malicious falsehood against them was dropped by the authors.

The case was brought jointly by the Society of Authors and the Writers' Guild of Great Britain, acting on behalf of Raymond Jones, David Howarth, Pat Lasky, Jesse Lasky, Rosemary Anne Sisson, Ian Rodger, Robert Wales and Ian Thorne, who has since died. Each wrote a programme in the series, concerning the lives of famous explorers, and all were surprised when a complementary BBC book appeared, apparently written from their material, and priced at £6.

Yesterday's hearing marks the end of a five-year dispute between the authors and the BBC, which first came to public attention through the columns of *Private Eye* magazine.

Miss Rosemary Anne Sisson, one of the authors and co-chairman of the Writers' Guild, said that the judgment had established an important principle in protecting authors' copyright.

She said: "None of us knew anything about the book until it appeared. We tried to settle the matter through the Writers' Guild, but without success; bringing it to court was a last resort."

Hundreds of sightseers gathered at the field in the Irish Republic where an amateur archaeologist uncovered an eighth-century silver chalice and other treasure, in spite of efforts to keep the location a secret.

News of the find was made public on Thursday. Leading Irish historians, backed by the Irish Government, refused to pinpoint the site beside an ancient church at Thurles, Co. Tipperary, because they feared an influx of treasure hunters.

Details leaked out and carloads of visitors headed for Thurles throughout the week-end.

Mr John O'Leary, joint owner of the land, said yesterday: "The find opened up a world of opportunity to people wanting to see the location, but this is private property and they should get permission to come through."

The discovery, by a resident of Thurles and the invasion of sightseers has encouraged art experts to demand stricter legislation to curb non-professional archaeologists.

Explosive find
An Army bomb disposal unit yesterday detonated a wartime shell at Taugere, Sussex, collected with chemical canisters washed ashore from the sunken ship, *Aeolian Sky*.

Eight granted bail
Eight of 17 young men and women taken to the police station at Farnham, Surrey, after a raid on a house yesterday were released on bail. The rest left after questioning.

Loch Earn is playground for a million

Loch Earn lies in the Highlands, lying in the heart of the Cairngorms. It is a beautiful area of water, surrounded by mountains and forests. It is a place where you can enjoy the beauty of the Scottish Highlands.

The loch is deep, with steep sides, and is a perfect place for water skiing. It is a day's drive from Edinburgh, and is a popular spot for holidaymakers.

The loch is surrounded by the Cairngorms National Park, which is a beautiful area of mountains and forests. It is a place where you can enjoy the beauty of the Scottish Highlands.

The loch is a popular spot for water skiing, and is a perfect place for a family holiday. It is a beautiful area of water, surrounded by mountains and forests.

The loch is a popular spot for water skiing, and is a perfect place for a family holiday. It is a beautiful area of water, surrounded by mountains and forests.

Regional report
Ronald Faux
Lochearnhead

endure the summer. It is said, though, people come to the countryside for peace and quiet only to find there isn't any."

Mr Ewen Cameron, proprietor of the Lochearnhead hotel, helped to develop the loch for water skiing. This year, a new centre is to open offering dinghy sailing, wind surfing and water skiing. It has been paid for by private capital grants from the Scottish Tourist Board.

"The loch has a great future as a place for water sports but the developments already here are enough. If it becomes more crowded there could be accidents," Mr Cameron said.

Oddly enough, the Arabs may do more than anyone to regulate the growth of power boating on the loch. Thirty outboard motors, an echo of the Beatles' *Let It Be* to the Highlands, are increasingly costly to run, and the wind is free. "When I started water skiing here it was 15p a shot. Now I can see the cost rising to £4 or £5. Inevitably, sailing will become more popular," he said.

Mr Hugh Wright has a restaurant and caravan site at Lochearnhead and believes there is scope for expansion. The season was starting earlier and finishing later every year.

and in spite of petrol scares people still flocked to the Highlands. "I sympathize with local folk who are worried about where all this development is leading, but if a proper watch is kept and the 'cowboys' are dealt with, everyone can enjoy this place."

At the eastern end of Loch Earn lies the village of St Fillans, a picturesque middle of near houses. People there regard the development of a national water sports centre at the far end of the loch as the making of some small miracle.

"Everything that starts up there ends here. There must be more control, perhaps with power boats kept at that end of the loch and sailing boats this end," a St Fillans woman said.

Water skiers who come privately, launch their boats and then ignore the proper discipline came in for strongest criticism. "They move so quickly that they are a danger, and their boats make a terrible racket. They have to slow off, and damn near kill people doing it," her husband added.

A university professor from Edinburgh who has a house near St Fillans also complained about the danger. "Several times when my children were out sailing they have narrowly escaped collisions and being drowned. I raised this with the police, who admitted they do not have the manpower to provide a safeguard."

On Loch Earn, it seems, the old seafaring courtesies are too often ignored.

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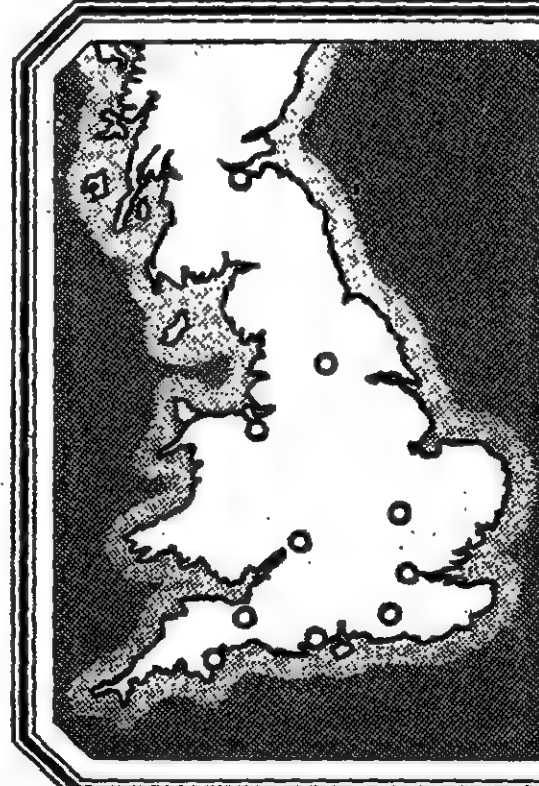
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Sotheby's in Torquay, advised to dispose of a gentleman's clock, recommended that this Swiss gold and enamel clock should go to London for expert appraisal. It was sold at Sotheby's auction, and there it fetched £1,975.



The owner of this Beaufort porcelain figure did not believe it to be of any great value. Sotheby's auction office thought it might be, and it was sold at Sotheby's auction, and there it fetched £1,400.

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OVERSEAS

Uninspired candidates set Florida talking of icicles and oranges

From David Cross Miami, March 10

After the snows of New England, presidential candidates used to find it very green to travel south to the sunny state for one of the country's first southern primaries.

After all, Florida was the state which helped to thwart the ambitions of such presidential hopefuls as Senator Humphrey and Mr. Edmund Muskie. In 1976 it played a major role in the securing party nominations for Mr. Jimmy Carter and Mr. Gerald Ford, both men pulled ahead of their rivals here.

This year, however, things are different.

The various presidential candidates have hardly been seen in the state, except on television. And the professional politicians are not pleased about what has developed into something of a presidential awkwardness.

The voters are more interested in talking about the icicles than the oranges. The orange groves, the likely outcome of tomorrow's primaries.

The reasons for the general party which has surrounded the race to the White House were "are" the professional politicians are not pleased about what has developed into something of a presidential awkwardness.

Most important of all, the likelihood of an upset when the votes are counted tomorrow is a very remote. The pundits have long ago decided that the two front runners, President Carter and Mr. Ronald Reagan, the former Governor of California, will simply reinforce their positions.

The only real question which remains is how well Mr. George Bush, the former Director of the CIA, will fare. He has long been perceived Florida as his best bet in the South and he has been busy with a number of visits to build up an efficient organization in the state.

Much of the groundwork for the campaign here was laid last autumn when Florida Republicans held a series of party caucuses to demonstrate their preference for the presidential nomination. In the non-binding caucus, Mr. Bush finished surprisingly strong third behind Mr. John Connally, the former Governor of Texas who withdrew from the election campaign last night after his poor showing in South Carolina. Recent polls, however, have shown that Mr. Bush's overall finish last autumn and early successes this year have carried through into March. Indications that he might even beat Mr. Reagan, however unlikely this still appears, persuaded him to keep his campaign schedule at the weekend so that he could spend a couple of days canvassing voters in the various parts of the state.

Yesterday he spent a couple of hours tramping the streets of Little Havana, the Cuban exile community in central Miami, wearing a scuffed white Spanish-style shirt and speaking to passers-by in halting Spanish. The Latin American community was celebrating one of its carnivals and Mr. Bush rose

to the occasion by unveiling an impeccable conservative credentials.

"I will not be taken by Fidel Castro (the Cuban leader)," he said, cheering crowd who had stopped dancing when one of Mr. Bush's campaign aides grabbed the microphone from the lead singer of a Cuban rock group. "I am for a strong military and for the CIA," Mr. Bush added.

His Republican rival also found time to take advantage of the festivities. Accompanied by shouts of "viva Reagan," the former governor laid a wreath in front of the Ray of his monument and condemned President Carter's policy of "accommodation" with Mr. Castro.

Mr. Bush and Mr. Reagan were the only two Republican candidates of any stature to campaign here in recent days. Mr. Anderson, who emerged as the only other leading contender from last week's primaries in Massachusetts and Vermont, toyed with the idea of coming here but preferred instead to concentrate his effort on next week's primary in his home state.

On the Democratic front, Senator Edward Kennedy graced Florida with his presence for just one day. When it became abundantly clear that he had no hope whatsoever of making any significant headway here against President Carter he switched the focus of his campaign to Illinois and New York.

In last autumn's straw poll among Florida Democrats, Mr. Carter trounced Mr. Kennedy by a three-to-one margin and that was before Mr. Carter's new found popularity in the wake of the crises in Iran and Afghanistan.

Some politicians here believe that Mr. Carter's huge gaffe on the Middle East in the United Nations Security Council will lose him votes among the older New York Jews who have come south to retire.

Two other southern states also hold their primaries tomorrow and there is little doubt who the victors will be. Mr. Reagan and Mr. Carter will both win handsomely in Georgia and Alabama.

Mr. Bush's popularity as a former President, Mr. Ford leads Mr. Ronald Reagan 75 per cent to 32 per cent among Republican voters asked which candidate they would prefer for the presidency this year, in a poll published today. It was conducted by the ABC television network by the Louis Harris organization (Patrick Brogan writes from Washington).

Among Republican voters, Mr. George Bush comes third, with 12 per cent and Mr. John Anderson fourth, with 10 per cent. When Republicans and independents are pooled together, the figures are Ford 33, Reagan 27, Anderson 15 and Bush 14 per cent.

The same poll shows Mr. Ford comfortably ahead of President Carter, 54 per cent to 44. But Mr. Reagan is behind him, 40 per cent to 38.

South Carolina Primary, Table of Results

Reagan	78,854 votes (54%)
Connally	43,040 votes (30%)
Bush	21,458 votes (15%)

Mr. Reagan won all 25 delegates to the Republican National Convention.

Quebec in run-up to referendum on future

From Anne Penkehn Montreal, March 10

The referendum debate in Quebec opened last week. It was the start of a process which will culminate in June, when Quebecers will be formally consulted, for the first time in their history, on the future of their province in the Canadian federation.

The Referendum Act, passed in June 1978, provides the legislation enabling the Government to hold a referendum and sets out the rules governing the referendum period. Once the final text of the question has been adopted, committees for the "Yes" and the "No" votes will be formed and led by members of the Legislature who register in favour of one or other of the options.

Hence if Mr. Pierre Trudeau, the Prime Minister of Canada and a voter in Quebec, came to Quebec to support the "No" vote, he would have to do so through the appropriate committee.

The debate now taking place in the Legislature, with a 35-hour time limit spread over three days, is not so much on the question itself, but the Parti Quebecois has been taking advantage of television to advance its arguments for what it calls "sovereignty association".

It has been left to the Liberal opposition to criticize the wording of the question which Mr. Claude Ryan, the leader of the "No" committee, called "dishonest and fraudulent". He proposed that its long preamble, which defined sovereignty association, should be simplified if not eliminated, and that voters should be given a straightforward option.

Mr. René Lévesque, the Quebec premier, opened the week with a rather subdued speech in which he outlined the historical perspective to sovereignty association and reassured voters that a "Yes" vote in the referendum would not effectively abolish Canada.

All the Parti Quebecois members have taken their cue from him, pointing out the advantages of a politically sovereign Quebec that would still maintain economic links with the rest of Canada.

In a carefully plotted strategy the Parti Quebecois concentrated on the first week on economic affairs and will move on to discuss the constitution this week.

Allotted half the time given to the PQ, the Liberals have been less organized and united in the debate, reacting to the more extreme statements made by their opponents, but two seams have nevertheless emerged. The first is that the question itself is biased in favour of sovereignty association.

There is no reference to the fact that a "Yes" would lead to a rupture with the federal system," Mr. Ryan said. The second main theme developed by the Liberals emphasizes the advantages of belonging to the federation on the understanding that some revision is made in the future to revitalize provincial-federal links.

Tobacco crop ruined

Havana, March 10.—Cuba normally a tobacco exporter, will have to import the commodity this year because blight has left only 10 per cent of the crop intact, President Castro said last night.

Already in America people are as suspicious of television as they are of their politicians

From William Rees-Mogg Los Angeles, March 10

Despite an incipient recession, high inflation and an 18 per cent crime rate, southern California is still a boom area. Last Sunday's Los Angeles Times ran to 522 pages, divided into 23 different sections.

In the real estate section, one agent was offering three houses in Beverly Hills priced at more than two million dollars. The publisher, Mr. Otis Chandler, who is to be succeeded by Mr. Tom Johnson next month, announced on the front page of the business section a \$215m expansion programme, including the construction of a second satellite printing plant in the San Fernando Valley, and conversion to offset printing at the downtown Los Angeles plant.

"Offset printing" the announcement states, offers "a more flexible type setting and composition methods, and clearer, cleaner appearance of newspaper".

The prosperity and growth of the Los Angeles Times reflects the prosperity and growth of the Los Angeles community. The Los Angeles Times is, however, one of the few American papers that has used its prosperity to provide a more international and more serious coverage.

The lead story last Sunday was written from Beirut on the relationship between the European Community and the PLO. Immediately under the lead was a double column story from William Tuohy, their staff writer in London, on Mrs Thatcher's attitude towards the

replacement of Polaris. The front page contained three international, two economic, one legal and one construction industry story. That is a serious front page for a Sunday edition with a circulation of 1,344,000 in a single area, and it certainly makes the Los Angeles Times claim to be the largest newspaper of the world.

The Los Angeles Times is probably the institution which does most to define and describe the Los Angeles area. It is odd that it should be so because Los Angeles is an electronic rather than a print city. Indeed it is the electronic city of the world. An important part of the prosperity of the area is based on the electronic industry proper and Los Angeles is unique in the combination of its research and manufacturing role in advanced electronics, and its post-Hollywood role as the originator of much of what appears on television. It invests systems of information, makes them and uses them.

The people who are most involved in electronics are most aware of the possible social dangers of their work. When I visit Los Angeles I naturally call on Systems Development Corporation, whose electronic composing room has been bought for The Times. One of their executives has volunteered to teach the economics of free enterprise to how the business system actually works—in a local high school. Its class is 60 per cent black, with the remainder largely Hispanic or Asian. It is a poor neighbourhood, though employment

is good. In that class less than half come from homes which take a newspaper.

His students derive their knowledge of the world from television, and apparently watch the local rather than the national news programmes. They are not hooked on the grey and statesmanlike tones of Mr. Cronkite. Los Angeles has recently had a number of big local news stories; floods came and swamped the sewage works, and left 200 miles of Pacific beaches public health hazards. The local news hour, from six to seven, is strong on such news but does not apparently give much of a world picture at the best of times.

Systems Development are now starting to take orders for a new invention, which they demonstrated to me, in electronic filing systems. It has definite advantages over a paper filing system particularly in terms of recall. It can select all the references to a particular subject contained in the system. It is, however, an alternative to a paper filing system; there is a choice between electronic and text methods; I suppose electronic, with its higher productivity and greater range of information, is going to win many of the battles, certainly in office organization.

Yet it is difficult to say that one knows something that has appeared on the screen in the way that one can learn something that has been written down on a piece of paper. There is real information loss to balance the real information gained. The people of Los Angeles are uneasy about the

education of their children. Are they becoming too dependent on the vivid presentation of limited pieces of visual information? Are they losing the capacity to build knowledge that book learning used to give? Are they manipulated, politically, commercially and even morally by television?

Los Angeles is a strangely fluid society, living on the open electronic frontier, lacking in definition and roots, but generous to all possibilities. Some of its admirers call it a crazy city. In fact it is a city which seems to enhance the creativity of the mature, but can endanger the development of the immature. Neither in its architecture nor in its ethics is one conscious of boundaries; it is a city of boundaries created, a simultaneous sense of opportunity and danger.

Certainly the people of Los Angeles have acquired the equivalent of a street wisdom about the electronic media. The most interesting item I have seen on television there was an analysis of the symbolism of the commercials put out by candidates in the primaries. Most of the commercials are very funny, being both pompous and inane, but they become more interesting when one turns from the candidates to the foreground to the background scene.

The candidate often appears with a child or children—being a good family man. He is sitting in a library with books bound behind him, or he is behind a desk—he can write. He is wearing horn-rimmed spectacles—he is an intellectual. They are made of plastic—he is concerned with the ecology of turtles. He has the

stars and stripes tastefully draped just in camera shot—politically flags in our libraries? He has a bright halo fire burning in the grate—he is a warm hearted man who believes in the traditional values, possibly including air pollution.

I do not think this works in the rest of the United States. I am sure it does not work in Los Angeles, where too many people are too aware of what is being put across to them, are too conscious of the skills of manipulation. Already in America people are as suspicious of television as they are of their politicians. As far back as 1978 the National Opinion Research Centre found that a great deal of confidence in television; only 13 per cent had confidence in Congress and government, while 21 per cent had confidence in the press.

When one gets away from the media to the ordinary American, one finds that he has an independent and entirely reasonable view of the matters that reach to him. When I went to the Getty Museum on Saturday morning, I asked the taxi driver whom he would like to see as the next president. "Scott Brown," he said. "He is a honest man and did a good job cleaning up after Watergate".

That at least is the sensible view with the merit of being true to the facts. Yet as for the presidential candidates in general, the view in Los Angeles is the same as in San Francisco.

In the words of Governor Brown, the father, not the son, "I don't like any of them". "I am afraid they do not."

A parched land faces new Thai Premier

From Neil Kelly Bangkok, March 10

The worst drought Thailand has known for 10 years is confronting General Prem Tinsulanonda, the new Thai Prime Minister, who is still trying to form his first Government.

More than 8,000 square miles of rice, maize and fruit have died or are dying in the central plains, the main agricultural area. Water for farming has dropped by half. This will reduce the second rice crop to a fifth of its normal yield.

Government departments are being forced to abandon crops. Waterworks in several areas north of Bangkok have ceased operating because their sources have dried up and water levels in the two largest hydro-electric dams are almost at the point where no more water can be released to generate power. This has led to official warnings of night blackouts at the peak evening period in Bangkok in April and May.

General Prem, hoping to form his Government last night, has ordered stronger anti-aircraft defences to the Kampuchea border. A military spokesman said Thai aircraft flying in their own airspace near the border recently came under ground fire from inside Kampuchea.

He said Thai forces would in future retaliate against such attacks.

General Prem also announced that conscription into the army this year would be increased by 6 per cent.

In a separate statement, the Thai Supreme Command said yesterday that Vietnamese forces had used some form of gas against Kampuchean guerrillas near the Thai border. Major-General Korboon Patanabhai said the gas produced dizziness but had caused no deaths to his knowledge.

About 150,000 acres of prime rice in central Sri Lanka is threatened by drought, the worse the country has suffered this century, an official spokesman said today.

Production over the last month has dropped by an estimated 40m pounds. Hydro-electric power supplies have also been affected and the Government has asked people to restrict their use of electricity and water otherwise they face cuts.

Japanese quins

Kagoshima, Japan, March 10

—A woman gave birth to quintuplets at a Kagoshima hospital today, and doctors said the babies, two boys and three girls, were in good condition. They said the mother had taken fertility drugs.

Mr Demirel promises unrelenting war against Turkish terrorists

From Sinan Fisek Ankara, March 10

Mr Süleyman Demirel, the Turkish Prime Minister, today concluded a series of three press conferences at a news conference, the first 100 days in power of his conservative minority government with the promise that "he will make terrorists sorry they were ever born".

Mr Demirel's first two meetings with the press at the weekend were to explain his recent economic measures—liberalisation, new openings to foreign capital and a massive devaluation and future investments.

The political violence which has claimed about 3,000 lives in slightly more than two years was today's topic. "Our greatest achievement in this field," he said, "has been to establish the rule of the state to fight against its enemies."

"If we have not met with total success in the first 100 days of our fight against the terrorism... the reason is that the flames are much too high and that we have not yet had sufficient time to obtain the necessary reactions after having installed the will and the cooperation required to combat terrorism."

Another important achievement of this three-and-a-half months old government was the arrest of 2,399 people, "all sorts of leaders of underground terrorist organisations". This would allow for "terrorist

groups, and not only individuals, to stand trial before martial law courts."

Mr Demirel said that the names of about 3,000 people who had escaped from prison over the past few years would soon be announced over the state radio and television network. "If they do not give themselves up within a month," he added, "they will be shot on sight."

No one should be surprised by his harsh tone concerning terrorism, the Prime Minister said, asking: "What am I expected to do? Send them flowers?"

Those who shoot the soldiers, the policemen and the gendarmes of the state will suffer at our hands," he said. "It is unthinkable that the state should cringe with fear before a handful of thugs and murderers."

Taking Istanbul as an example of the army's role in attempting to maintain law and order, Mr Demirel said: "There are 11,000 streets in Istanbul. Fifteen thousand soldiers, 700 non-commissioned and commissioned officers and 15 generals are at work to make these streets safe for the people. We will do everything in our power—not only the government—but the nation as well—to ensure their success."

Mr Demirel said that he had no intention of firing on a crowded shopping area, this evening, killing, according to first estimates, at least four people.

Reforms in El Salvador likely to inflame right

From Stephen Downer San Salvador, March 10

If El Salvador did not have such a long history of violence, the agrarian reforms introduced last week by the ruling junta could have been expected to defuse an explosive social and political situation. As it is, many people fear that the reforms will increase tension.

The junta of two colonels and two civilians—a third civilian resigned after a brief tenure—was elected because its life had been threatened—had no choice but to make the changes.

When it took power on October 15, after President Carlos Humberto Romero was overthrown in a bloodless coup, the junta promised "to adopt measures that will lead to an equal distribution of national wealth and at the same time, increase the gross national product's growth."

They were in a hurry because feeding extremists from the right and left were involving the country in increasing violence.

Encouraged by the United States, the junta pushed through the reforms, changing in a brief flurry of pens, the history of Central America's smallest country.

Such was the dominance of an elite group, that an American journalist wrote a year ago that El Salvador was run by 14 families.

In 1932, when peasants, students and workers banded together, the Government sent the Army to quell them. About 32,000 people were killed.

Landowners later established organisations to protect their land from alleged leftist agitators. In the past few years popular groups have become increasingly militant, engaging in kidnappings, bombings and murder.

On Thursday, the junta expelled 376 of the country's largest farmers and announced that the land would be turned over to peasants' organizations. Expecting trouble, the junta also declared a 30-day state of siege, suspending all constitutional guarantees.

The amount of land involved is 224,083 hectares, about 60 per cent of El Salvador's best farming land. Compensation will be paid, the junta announced. In an agrarian reform bond drive, however, many of the former landowners are expected to lose heavily because compensation will be based on the value of the properties declared to the authorities in 1976 and 1977. Many were apparently undervalued.

The expropriation delighted leftists, some of whom started occupying farms illegally late last year. However, there are fears that the reforms could bring about a violent repression of the peasants by people who refuse to accept change.

The apprehension of moderates who favour the reforms stems from the fact that, since last year's coup, repression by the Army and other security forces allegedly has increased. Churchmen and intellectuals estimate that 600 people have been killed this year, 500 of them from the left.

The junta, which includes a Christian Democrat and an independent, claims the security forces have been provoked by "intransigent members of the left and right".

Colonel Adolfo Arnaldo Majano, a member of the junta, said: "We respect their right to dissent but this expression should be manifested within the limits of political struggle and not of violence."

He added: "We are seeking a genuine democracy, which has a deep sense of social justice."

University staff held in Tokyo over exam papers

Tokyo, March 10.—Waseda University of Tokyo, one of the most important private universities in Japan, has found itself involved in a scandal over leaking of entrance examination questions.

Three university employees were arrested last week, charged with leaking test papers on four subjects for the commerce faculty and selling them to 10 candidates for a total of about £176,000. A professor at the university has admitted being involved in the case.

A Japanese businessman is alleged to have offered about £35,000 as a reward for stealing the test papers. The university is one of the most prestigious in Japan.—Agence France-Press.

Turn arson attack

Turin, March 10.—Four armed left-wing terrorists broke into a property company's office here today, scrawled on the walls, and set fire to it before escaping.

China's aging leader urged to hand power to young

Peking, March 10.—China's Communist Party newspaper today called for aging Chinese leaders to hand over power gradually to younger people in order to ensure a stable succession.

The People's Daily said in a front-page editorial that "old comrades" had a responsibility to pass on their experience to younger cadres so they could carry out China's modernization programme.

The good way to pass on experience is to let a batch of selected young people occupy the front line, while old comrades withdraw to the second and third ranks," it said.

The editorial stressed the importance of collective leadership, and gave a warning against promoting biased people or opportunists who would agree with anything just to get to the top.

It said the party's succession was on individual succession, and not collective succession," it said, adding that there should be a smooth and stable transition and not an abrupt change.

whose din vibrates against the cemetery wall. According to the inscription on his grave, Major Adams was called to Peshawar "as an officer of rare capacity for a frontier. Wise, just and courageous, in all things faithful, he came only to die at his post, struck down by the hand of an assassin."

He was killed on January 22, 1893, but there is no clue as to why he was murdered. Nor are there any explanations on the other gravestones. In 1897, for instance, John Sperrin Ross met a similar fate, "assassinated by a fanatic in Peshawar city on Jubilee Day."

A few feet from Ross's grave lies Bandman Charles Leigh, of the First Battalion, the Hampshire Regiment, who was killed on Good Friday.

Peshawar politics were left behind at death, although it is impossible to avoid the similarity between these outraged head-

Mrs Gandhi seeks prices aid for small farmers

From Kuldip Nayyar Delhi, March 10

Mrs. Indira Gandhi, the Indian Prime Minister, called upon the United Nations Food and Agriculture Organization (FAO) to work for an international agreement to limit the price of farm raw materials.

Such an agreement was necessary to bring the prices within the reach of small farmers, Mrs Gandhi said at the pleatory session of the FAO regional conference here.

The desire to profit from poverty seemed to be strong among the affluent nations and also among "affluent sections of our own population," she added. How else could the enormous rise in the price of essential materials such as fertilizers during the last year be explained, she asked. The small farmer, who is too poor to buy inputs and too weak to take risks, affords high costs?

Mrs Gandhi suggested that countries in the region should turn the difficulties caused by the rising cost of petroleum products into an opportunity to conserve energy and apply re-

Author allowed to leave East Germany

From Our Correspondent Bonn, March 10

Herr Klaus Schlesinger, an East German author, his wife, the song writer, Bettina Wegner, have been given permission to leave East Germany for three years.

Herr Schlesinger, aged 43, was expelled from the East German Authors' Association last year. The couple are expected to live in West Berlin.

Other East German authors are believed to have applied for exit permits, but the Government has yet not approved any other applications.

Japanese hostages freed

Tokyo, March 10.—A knife-wielding robber was arrested today after holding 20 bank clerks hostage here for five hours. He had demanded a ransom of more than £500,000. The police said one of the hostages had been injured.

Empires speak alike in mourning their Afghanistan dead

From Robert Fisk Peshawar

If you stand among the graves of the old British cemetery beyond the overgrown Victorian wooden gateway and beneath the rosewood trees with their bezaars of tropical birds, you might wonder how the Russians are burying their dead. How is the Soviet Army inscribing the bleak tombstones of the young soldiers who are dying just north of here in the mountains of Afghanistan?

The British, although upon their graves this explanation of sudden death is couched in the florid, overconfident language that the Empire unwittingly encouraged.

Take, for example, Major Robert Roy Adams, of Her Majesty's Indian Staff Corps. The former Deputy Commissioner of the Punjab now lies beside the Khyber road, a column of traffic and protesting donkeys

stones and the sharp language of these Dax news agency reports from Kabul. The great-grandsons of the Afghan tribesmen who killed the British are now condemned by radio Moscow as fanatics and assassins. One empire, it seems, speaks very much like another.

To be fair, the British did place their dead in some historical context. Beneath a squad of trees lie privates Hayes, MacLeod, Savage and Dawes, who "died at Peshawar during the Frontier Disturbances 1897-1898".

Nor far away, Lieutenant Bishop, killed in action at the Battle of the Jhelum, 1863. He was aged 22. Lieutenant John Lindley Godley, of the 24th Rifle Brigade, temporarily attached to the 26thth machine company, suffered a similar fate at Kacha Garhi in 1919.

There are other graves, of course, innocent mounds with

tiny headstones that contain the inevitable victims of every empire's domesticity. Robert Adams, a British officer, was the child of Bandmaster and Mrs A. P. Pilkington. He lies in the children's cemetery with "Barbara, two years, daughter of Staff Sergeant and Mrs P. Walker". She died three days before Christmas in 1928.

There are young men who succumbed to the heat and to disease. Private Tidy, of the First Sussex, died from heatstroke in the North-West Frontier Police "with lost his life in the Nagomam River, when leading the Peshawar Vale Hunt, of which he was master". A Soviet epitaph of this kind is unlikely.

And there is a Gaelic cross on the top of Lieutenant-Colonel Sir John Irvine of the North-West Frontier Police "who lost his life in the Nagomam River, when leading the Peshawar Vale Hunt, of which he was master". A Soviet epitaph of this kind is unlikely.

Korchnoi retains initiative in candidates' match

From Harry Golobek Chess Correspondent Velden am Wörthersee, March 10

The outcome of the quarter-final candidates' match for the world championship here is still undecided, with both Viktor Korchnoi and Tigran Petrosian having secured one point each. The match, which has been played so far in this match, which is probably the most important of the quarter-finals as it is generally thought that its winner should be the one to face Anatoly Karpov, the world champion, next year in a match for the title.

Korchnoi, the self-exiled Russian grandmaster, won the toss for the first game, which was played on Saturday before a full audience in a small theatre in the centre of this pleasant little spa. He played a kind of Queen's Gambit, which was met by an adjournment. The pace of the early part of the game was slow but towards the

end of the session Korchnoi launched a massive attack that looked to be winner. But he got into time trouble and adjournment. Korchnoi, though still better for him—did not look securely won.

Yesterday, the second game was played with Petrosian, the former Soviet world champion, having won the toss for the first game, which was played on Saturday before a full audience in a small theatre in the centre of this pleasant little spa. He played a kind of Queen's Gambit, which was met by an adjournment. The pace of the early part of the game was slow but towards the



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EUROPE AND THE PALESTINIANS

When visiting Kuwait last week, Giscard d'Estaing expressed his "conviction that the Palestinian problem is not a refugee problem, but that of a people which must enjoy, on these bases and in the framework of a just and lasting peace, its right to self-determination." These words in question include the withdrawal of Israel from the territories occupied in 1967, "the well-known positions".

France and Kuwait on the Middle East question. Among the unknown positions of France, the correspondents were reminded by M. Giscard d'Estaing's spokesman, is the cognition of the existence of all states in the Middle East within the recognized and guaranteed frontiers.

On Saturday night, in Amman, Giscard d'Estaing spoke out his views on the subject at a banquet in his honour by King Hussein, and added that "all the issues must be associated with a negotiation, and notably the Palestinian people—whose liberation is the participation of the Palestine Liberation Organization."

These remarks have been interpreted, whether for better or worse, as marking a dramatic step forward in European attitudes to the Palestinian problem: fact they do not do such thing.

As long ago as January 1976, France voted for a draft resolution in the Security Council which affirmed "that the Palestinian people should be enabled to exercise its inalienable right to self-determination, including a right to establish an independent state in Palestine."

The resolution was vetoed by

the United States, Britain and Italy abstained.

In June 1977 the heads of government of the European Community issued a declaration recognizing the Palestinians "need for a homeland" and their right "to give effective expression to their national identity." The word "self-determination" has been used by the West German and Italian governments in statements about the problem for some years now. Chancellor Schmidt has explained, in reply to protests from Israel, that the concept of self-determination is very important to Germans, as the basis of their hopes for an eventual peaceful reunification of their country. They cannot deny to Palestinians what they claim for themselves.

In the United Nations General Assembly last September Mr Michael O'Kennedy, speaking on behalf of the Nine, demanded respect for the right of the Palestinian people "through its representative to play its full part in the negotiation of a comprehensive settlement." Security Council resolutions 242 and 338, he added, should be "accepted by all those involved—including the Palestine Liberation Organization—as the basis for negotiation." The Palestinian people were "entitled within the framework set by a peace settlement, to exercise their right to determine their own future as a people."

In the same debate Lord Carrington said that Resolution 242 was incomplete because it took "no account of the legitimate political rights of the Palestinians which go well beyond their status as refugees" or of their "belief that they are a separate people with a right to their homeland." On this point,

he said, Resolution 242 should be supplemented.

At the end of January Mr Douglas Hurd, Minister of State at the Foreign Office, told the Middle East Association, "no one should doubt that the PLO will have to be involved in the peace process." And on February 10 the Irish foreign minister, Mr Brian Lenihan, agreed a joint communiqué with his colleague in Bahrain, according to which the Palestinians "had the right to self-determination and to the establishment of an independent state in Palestine within the framework of Security Council Resolutions 242 and 338." The PLO, Mr Lenihan said, "should play a full role in the negotiations for a comprehensive peace settlement" and "Ireland recognizes the role of the PLO in representing the Palestinian people."

If anybody is out in front, therefore, in this curious tortoise race towards recognition of the PLO, it is the Irish Republic. The main difference between the French statements and those of the British government is that the British usually spell out what is required of the Palestinians on their side, whereas the French prefer to leave that implicit. Thus Mrs Thatcher, in her interview with French television last night, said, quite accurately, that M Giscard d'Estaing's remarks about self-determination reflected the common European position, and went on to say "but the quid pro quo must be that the PLO and the Palestinian people recognize Israel's right to exist within secure borders, and the real difficulty has been to try and get these things to happen together."

As M Giscard d'Estaing might put it, on ne saurait mieux dire.

ISHERMEN LOOKING FOR FRIENDS

has been a disastrous decade for the fishing industry. First Britain's distant-water fishing fleet was beaten out of Icelandic waters by that country's unlawful extension of its territorial sea to the superior seamanship of its fishery protection vessels, and by this country's characteristically bad conscience about appearing in the eyes of others as a bully. Then just as Icelandic waters became closed to us by de facto international recognition of two hundred mile limits for the coastal state's right to economic exploitation of its waters, Britain lost the right to secure that access to itself by its access to the Treaty of Rome. The common fisheries policy of the European Economic Community is concluded on the eve of Irish accession in a form which is conspicuously detrimental to British interests. The proposed attempt to adapt that policy to take account simultaneously of the interest the new members Britain and Ireland are still the tolls of Community

wrangling, and until it comes out of them (no easy prospect) the livelihoods of British fishermen suffer. Meanwhile the North Sea and North Atlantic fishing grounds have been without adequate measures of conservation control: they have been grossly over-fished by all comers to the virtual extinction of some species and the serious depletion of others.

It is a sorry story of the failure by successive governments to safeguard a clear and important national interest, in admittedly difficult circumstances. The raw fisher has shrunk from 450 to 150 in five years and half of those are laid up. The Hui Fishing Vessel Owners' Association has gone into liquidation and the great fish wharves of that city are deserted: most of the fish that is sold in the market there arrives by roll-on roll-off containers from continental ports. Aberdeen would be no better off if it were not for oil. Inshore fishermen have not suffered in quite the same way. But all alike are finding that the catches they do land are undercut

in the home market by cheaper imports. The general plight of the industry is described in an article by our Northern Industrial Correspondent on page seventeen.

It is against the grain of this Government's industrial policy to come to the fishermen's rescue with subsidies. But there have been broad hints that they are on the way. Ministers have spoken of "achieving more orderly marketing of imports," a euphemism for intervention in the market, and of "urgently considering requests for financial help" by the industry. They still talk as if all will come right once a satisfactory Community fisheries policy is hammered out—though the chances of that happening are not improved as fishing, in spite of government denials, is becoming sucked into multiple negotiations concerning Britain's budgetary contribution. But even if we do get our fair share of a properly supervised Community catch, we will not have the wherewithal to get it out of the sea unless something is done for the industry in the meantime.

THE SPANISH REGIONS

Today's election in the three Basque provinces marked one step in the Spanish government's policy of granting a degree of autonomy to regions which have a strong sense of identity. The next step is the creation of a Basque regional government which will negotiate details of an autonomy status already agreed-in outline—in Madrid. But the success of a nationalist party is a sharp reminder to the government of Adolfo Suárez of the extent to which the situation in Basque provinces has deteriorated, and the difficulties at this time, cause. The main reason, the Basque Nationalist Party (PNV), is a moderate group which is anxious to negotiate an acceptable form of autonomy and end the violence which continues to plague the region. It won twenty-five of the 51 seats up for election and is likely to form the regional government, possibly on its own.

But Herri Batasuna, which has its roots in the more violent, terrorist organization and which advocates Basque independence, in eleven seats, taking second place away from the Socialist Party, and Euzkadi ESKERTIA, which is associated with ETA's political-military wing and wants independence, won

six. So as it negotiates with Madrid on the demands of Basque autonomy, the PNV is bound to be aware of pressure from the two radical groups if it is seen not to be as effective enough.

On his side too, Señor Suarez is under pressure not to give much ground. The fact that his own party, the Union of the Democratic Centre (UCD), did so badly, winning only six seats, is not so obvious for him provided that he can reach an agreement with the PNV. The difficulty is the much broader one that there is increasing discontent and disaffection in the army and elsewhere, with the course that his policy of regional autonomy is taking. Regionalism has always been an issue in Spain: local communities have clung to their powers since the Middle Ages, and have resisted pressures to centralize from Madrid. The autonomous powers granted to the Basque country and Catalonia were one of the main reasons why Franco rose against the Republic and started the Spanish Civil War. It is now being felt, not just that Señor Suarez is going away too much towards the right, but that the new autonomous governments may be altogether too left-wing.

This was the reason for the abrupt decision in January to change the process by which Andalusia was to move towards

autonomy. Andalusia was put into a different category from the three regions which have traditionally had claims to autonomy, the Basque country, Catalonia and Galicia, and the process was made much more difficult. Not only did there have to be a referendum before negotiations could even begin, but there had to be a majority of the registered electorate in every province which approved the opening of negotiations. Not surprisingly, there was not such a majority in every province when the vote was held last month, though there was a clear majority overall, and that meant that Andalusia's progress towards autonomy was blocked.

The government's change of policy, heavy-handed as it was, has caused a great deal of bitterness in Andalusia, but also in other regions, including the Basque country. In the Basque country the stakes are particularly high. There is the issue of replacing the part-military police by Basque police, the question whether Navarre, with its large Basque population, should be treated as part of the Basque region, and the demand made by Herri Batasuna for the release of people they regard as political prisoners. Señor Suarez will need to recover his sureness of touch.

Social Security frauds

On the Director of the Child Poverty Action Group, I do not wish to enter into a date with the Minister for Social Security about the level of social security abuse for, as Pat Healy served and he himself admits, no one knows exactly how much money is involved. But I must challenge an assertion (March 5) that a "crackdown" on social security scroungers "genuine" means will be much more ready to take up their rights."

Immediately following the press-bloc, around the minister's statement on employing more fraud investigators, I received a letter from a separated woman with sole care of her mentally handicapped child. She did not like living in social security and wrote, "I am more worried than ever, as I probably be considered as one

of the scroungers by the 1,000 new investigators employed by the DHSS." It is typical of the kind of letter I receive at the Child Poverty Action Group whenever there is a campaign about social security. I myself argued some years ago that the myth about widespread abuse "helps" to create among some people—I have met them in my advice bureau, and other hon. Members will have the same experience—the sense that there is something shameful about applying for benefits to which they are entitled.

It tends to be forgotten that the last Government has already intensified the efforts made to detect social security fraud. There is a link in which you can "crack down" without having a profound effect in the atmosphere in which social security is administered. The more that social security officers

are told to give priority to detecting possible fraud, the more likely it is that they will treat all claimants as possible defrauders of the system. This is not exactly conducive to encouraging people to claim their rights.

No one would want to condone fraud of any kind. But the reaction to Mr. Prentice's statement would have been considerably less hostile had he announced similar measures to encourage the million odd people who fail to claim the supplementary benefit to which they are entitled to come forward, and had his colleagues at the Treasury shown the same concern about the much larger amount of public money lost through tax fraud.

Yours sincerely,
RUTH LISTER,
Director,
Child Poverty Action Group,
1 Macklin Street, WC2,
March 5.

A lonely victim of Everest

From Dr Charles Warren

Sir, With reference to Mrs Audrey Salkeld's letter in your issue of March 6, under the heading "Victim of Everest", perhaps I might add a few personally observed details.

When I was with the late Eric Shipton on his Reconnaissance Expedition to Mount Everest in 1935, I found the body of Maurice Wilson, the man who thought he could climb the mountain alone and who perished in the attempt.

Wilson was found lying curled up on his left side, in the open, on the sandy sloping moor of the East Rongbuk glacier, near the site of camp 3 at an altitude of 21,000 ft. He was dressed in thin grey flannel trousers, briefs, underpants, a shirt and light flannel pullover. He had on thin socks and his boots were off and lay near him. His tent had blown down and its remains lay a yard or two away from him down the morning slope.

Having recovered his diary, which is now in the archives of the Alpine Club, we then wrapped his body up in the remains of his green tent and consigned it to the depths of a crevasse on the East Rongbuk glacier.

The body was in a good state of preservation, as might be expected, except for the face from which most of the flesh was missing. A colony of choughs inhabited the cliffs of the Chantre (North Peak) when we were there in 1935 and perhaps the presence of carrion would account for that. And perhaps Bernard Levin may be wrong when he states (March 6) that the bodies of Mallory and Irvine are truly in a place where moth and rust do not corrupt. Perhaps an ornithologist will tell us what is the greatest altitude at which a bird has been seen?

Personally I have little doubt that the body of the Chinese climber found in 1960 was that of Wilson who, as he had been, was the victim of the crevasse in which we had tried to bury him in 1935.

But Sir, finally, I do hope that Bernard Levin is right and that at the height at which Mallory and Irvine perished it is true that "moth and rust do not corrupt" and Sir, that no "thieves break through and steal." As an old Everesteer I would agree with Bernard Levin—R.I.P.
CHARLES WARREN,
Buck Croft,
Felsand,
Essex,
March 7.

Getting into a bind

From Mr P. D. Stobart

Sir, Mr Gee's letter (March 7) expects your readers to be delighted by the disappearance of red tape from the arsenal of our bureaucracy.

Surely a more thoughtful reaction should be "The more's the pity!" Red tape served the purpose of binding together in one bundle all the files which had a bearing upon the subject under consideration. They were carefully flagged (pins being inserted, according to instructions from top right to bottom left with the point buried) to draw attention to the relevant papers only.

I have worked in both the public and the private sector and my experience has been that a system which binds together as coherently all the relevant information is far less likely to lead to half-baked decisions than one based upon sea-through plastic walls which may or may not contain all the facts which the decision-maker needs.

Whitehall will bind its files together, but which way will it useable substitutes for red tape, such as string from the shopping, rubber bands or, worst of all, white webbing straps which soon get grubby and in use case, look as if they belong to the realm of orthopaedic surgery rather than to that of rational administration.

Yours faithfully,
PATRICK STOBART,
44b Manor View,
Finchley, N3,
March 7.

The waiting game

From Dr Edward de Bono

Sir, If each American hostage in Tehran was to be compensated at the rate of \$1,000 a day, the total cost so far would amount to about a quarter of the cost of a single F-4 fighter—about 10 minutes of a military action. As each hostage went to bed at night consciously richer his anguish would be eased by the thought that this would make visible progress at an option for the United States Government since it would no longer be so hard on the hostages.

Once patience is established as an option there is less and less point in holding the hostages as unwitting guests of the revolution and the deal can be arranged (for example inviting 100 of the student cadets to the United States for the media visibility they crave). Freedom is, of course, worth much more than \$1,000 a day but such a sum would make lack of freedom rather more tolerable.

Yours sincerely,
EDWARD DE BONO,
Centre for the Study of Thinking,
11 Warkworth Street,
Cambridge.

Stand-up comic

From the Dean of Lincoln

Sir, Lord Greenhill (March 7) might care to study the Lincoln ballads.

Here, the juggernauts which thunder past 10 metres from the Cathedral meet a ballad mounted on sprang hinges. When struck it inches briskly across the pavement and rebounds, whirling off the thigh of a pedestrian or, into position.

Thus ballad and juggernaut are protected from injury and pedestrians can practise agility.
Yours sincerely,
OLIVER FIENNES,
The Deanery,
Lincoln,
March 7.

Plans for the welfare of the world

From Lady Jackson of Lodsworth and Mr Robert Wood

Sir, Since the Report of the Brandt Commission on the state of the world economy will become available to the general public this week, we may first of all congratulate you on your efforts to inform public opinion by your admirable preliminary coverage? This has included not only your own sound and comprehensive articles but also the extensive (and very largely favourable) comment you have received from many correspondents and commentators—including, notably, Dame Judith Hart and Mr Edward Heath. For, if any, of the letters contradicted the fundamental point which you so clearly underlined—that a stagnant North and an impoverished South in our planet could, given a rational economic strategy, alleviate each other's problems, with Northern assistance in the development of the South becoming a reality, the Marshall Plan for a united post-war Europe, an engine of growth from which both donors and recipients would gain benefits.

Nay was there much quarrel in letters and articles with the four emergency policies the Brandt Commission proposes to national governments for immediate action: a large-scale transfer of resources to developing countries, including an increase in aid to 0.7 per cent of Gross National Product by 1985; the development, with the cooperation of oil producers, of a consumer strike, of an international strategy for energy; a global food programme to raise yields and conserve land; and lastly some institutional reforms in the world economy, notably the introduction of

measures of international taxation.

The virtual unanimity of acceptance of the Commission's Report elaborated in *The Times* has been remarkable. But none of the proposed changes can take place without the action of national governments and they tend to be more concerned with their own immediate problems, manoeuvres and power struggles than with the survival of a functioning international economy. Yet the connexion between national and international action may—fatally as in the 1929 world depression, benefitting as in 1947 and the Marshall Plan—be absolutely inescapable. Despite this, it tends not to be any government's highest priority.

Perhaps therefore the most important consequence following the general publication of the Brandt Commission's Report is that an increasing number of citizens will convince their elected representatives that votes are at stake in the government's readiness to make the world economic crisis an urgent matter of domestic politics. Nowhere is this need greater than in Britain where the Government has declared its intention to cut aid, and there are growing pressures to check the inflow of "cheap" manufactured imports, many of which come from the South, and whose earnings are needed to buy from us and to service their debts. Such reactions reflect the politics of 1929 and are likely to have the same disastrous consequences.

BARBARA WARD,
International Institute for Environment and Development,
ROBERT WOOD,
Overseas Development Institute,
10-11 Percy Street, W1,
March 4.

Soviet aims in Africa

From Mr Patrick Wall, MP for Heltemple (Conservative)

Sir, Mr Mugabe is no communist, though he supports a Marxist economic philosophy. However, the pressure on him to Africanise all levels of the defence forces, civil service, judiciary, etc. will be overwhelming. Should, as seems likely, the standards of justice, local government and commercial practice exclude the gradual white exodus, will continue.

Once again, the USSR will have harassed genuine African nationalism to its long-term requirements, namely, the elimination of Western influence in Southern Africa and a final confrontation with South Africa.

Can anyone doubt that if Zimbabwe should turn Marxist, South Africa would not agree to UN supervised elections in Namibia and thus run the risk of UN economic sanctions. In consequence, Prime Minister Botswana's starling reforms in South Africa itself would then have to be curtailed.

The key issue today is the Battle for Resources and the Soviet are already well placed to control the two vital areas: the Middle East for its oil and Southern Africa for its minerals. In the days of my youth Captain Liddell Hart proposed the strategy of indirect approach, which is said to have

considerably interested Herr Hitler.

Today the Soviet Union are using the same strategy by a clever use of Cubans, East Germans, etc. in Africa and in Central America they have, or are about to, secure key areas of the world's trade routes. The next step will not be achieved by invasion, as in Afghanistan, but by increasing local tensions and by the use of national forces, such as the Tudeh Party in Iran and ANC/PAC in South Africa.

Unless the West calls a halt to this strategy of indirect approach it will be too late and we will face World War III deprived of key raw materials.

Yours faithfully,
PATRICK WALL,
House of Commons,
March 6.

From Mr H. D. Hughes
Sir, "The Russians... and their allies... will offer... scholarship... leading article, March 6." What will be the British Government's response—discriminatory fees, now being fixed at a level which is crippling those few trusts and voluntary bodies which have sought to bring overseas students to study here? No marks for that!

Yours faithfully,
H. D. HUGHES,
Crossways,
Mill Street,
Islip, Oxford.

The homely touch

From Mr Raymond T. Clarke and Mr Malcolm L. Johnson

Sir, Geoffrey Smith's article (February 25) reasserts the claim now gaining currency that the Government has an economic policy but no social policy, and he suggests the need for a coordinating minister to bring coherence to policy on social matters.

There is an overall social policy; only detrimental policies reflect economic requirements. For example, Mr Patrick Jenkin at the DHSS has said on many occasions that the first priority is to get the economy right and, in the meantime, many things he would like to do will remain beyond reach. On the same theme Mr Rex Prentice has made it clear that red, disabled and poor people will be expected to take their share of the hardships. Yet the Home Secretary has been able to increase expenditure on law and order, on housing, on education, on child care, on social security and, presumably in the Budget, child benefits.

Among the separate policy decisions currently being taken are those affecting unemployment, law and order, housing, education, education of children with handicaps, transport, social security and, presumably in the Budget, child benefits.

Where BBC cuts should fall

From Mr Michael Grade

Sir, It is possible that the BBC has overlooked one area where cuts would in fact be welcomed, namely sport? Independent Television has long campaigned for a policy of alternation with the BBC on the coverage of major international sporting events; indeed, the first steps along this (for the BBC) radical road have already been taken. Agreement on a degree of mutual advantage exists for the Olympic Games and on other events previously duplicated in their entirety by the two broadcasting organisations. This agreement will go some way towards relieving viewers' exasperation with the more or less identical saturation coverage of certain major sporting events which regularly occurs on both popular channels.

What this new agreement does not relieve is the wasteful drain on financial resources. Now, surely, is the time for the BBC seriously to consider embracing a policy of alternation with Independent Television, even by event. Over the next 12 years, the predictable international sporting calendar includes: four summer Olympics, four Winter Olympics, three World Cup soccer tournaments, four European Nations Cup Finals, 15 major international athletics championships, 12 European and 12 world skating championships, six European and six world gymnastic championships, and three world swimming championships. And at home there are the annual British international football championships, the FA Cup Final

and other major sporting events such as Wimbledon, the Grand National and the Derby.

The total cost to both services of covering these events under the present policy and at today's prices is approximately £50 million. An agreement to alternate them equitably on a turn and turn about basis would save the BBC many millions of pounds, and that is not allowing for inflation. Viewers might regard this as a higher priority than cuts affecting the quantity and quality of musical and regional programmes. Certainly one fiscal and long overdue agreement on the alternation of the coverage of major international sporting events would be greeted by them with a sigh of relief.

Yours faithfully,
MICHAEL GRADE,
Director of Programmes,
London Weekend Television,
South Bank Television Centre,
Kens House,
Upper Ground, SE1.

A long way back in Tipperary

From Dr R. L. S. Bruce-Mitford, FBA

Sir, Everyone interested in Irish art and culture, and that of the northern parts of the British Isles, in its great pre-Viking Christian phase, will be excited by the new discovery in the Tipperary bog reported in your issue of March 7. The accounts and pictures so far available certainly suggest that the chalice, though taller, more conical and less full-bodied than the Ardagh chalice, must be from the self-same workshop, or one closely related and of equal stature.

Particular satisfaction will be felt in academic circles in the knowledge that the objects will be coming to the British Museum where the unrivalled experience and skills of the Museum's Research Laboratory and Department of Conservation will ensure the maximum recovery of information, and the minimum of loss, that it is possible to achieve today.

These new circumstances remind us, however, that in the early 1960s, at my initiative and with the strong support of Dr Joseph Raftery, the Keeper of Irish Antiquities, the Ardagh Chalice and its equally famous contemporary masterpiece, the Tara Brooch, then both in some considerable degree obscured by dirt and corrosion, and in need of expert cleaning, came in their turn to the British Museum Research Laboratory, where over a period of several months, they were totally dismantled, construction details for the first time established, and comprehensive technical and analytical studies, carried out, accompanied by the most detailed brilliant photographic and other records.

The Irish National Museum sent over also one of their archaeological staff to make detailed notes, over a six-week period of labour. Although several splendid colour photographs of the chalice and the Tara Brooch, and their freshly cleaned state, have since appeared, the expected new monographs from Dublin, setting out this mass of new and important information (provided by the BM Trustees of course, without cost to the Irish authorities) have still not appeared. Only an important but obscure paper by R. M. Ó Riain (who did much of the work) on the construction of the chalice has appeared, in 1970, in the proceedings of a Canadian conference on the applied techniques of conserving techniques to works of art.

I am sure that the new Director of the National Museum of Ireland, Mr Brendan O'Riordan, will have this matter very much in mind, but the Tipperary discovery makes all the more urgent the full publication of the mass of new and important authoritative work done in the BM in the early 1960s on the Ardagh Chalice and the Tara Brooch, and it is to be hoped that this new, intimately related and immensely important Irish find will result in the provision by the Irish authorities of yet more and staff time may still be needed for the rapid completion of the publication of the fresh insights, knowledge and data now available to us, and long awaited in academic circles, for the Ardagh Chalice and the Tara Brooch.

These metalwork masterpieces, with the inclusion of the new finds, are after all an essential part of the background, context and perhaps succession, of that world-famous, unique decorated Gospel-book in Trinity College, Dublin: the Book of Kells.

Yours sincerely,
RUPERT BRUCE-MITFORD,
Middlesex Hospital,
Mortimer Street, W1,
March 7.

In the dark
From Miss J. M. Pick
Sir, In answer to your correspondent Mr Richardson (March 8), who wonders why we should have to wait until almost the spring equinox to change to British Summer Time when we remain with BST until well after the equinox in autumn, I think it is likely that the change will coincide with the winter solstice, but occur in the last week of December and the first week of January.

As for the energy-saving potential of darker mornings and lighter evenings: I personally need better light in the mornings. The moment it arrives when I do not listen to the news and The Archers in the early evening.

Yours faithfully,
J. M. PICK,
21 Maybourne Grange,
Turnpike Link,
Croydon,
March 8.

Pulling out all the stops

From the Dean of Chichester
Sir, The Rev Nicholas Thistlethwaite (February 27) most helpfully suggests that it is indeed our intention at Chichester Cathedral to restore the cathedral organ, and not to enlarge or alter it. We look forward to vigorous support from Mr Thistlethwaite and his friends in our efforts to secure the necessary funds.

Yours faithfully,
ROBERT HOLTSBY,
The Deanery,
Chichester,
Sussex,
March 5.

Hand to hand

From the Rev Rev and Mrs A. W. Webster

Sir, May we join in the Berners' Levin parlour game following "Deanery" suit after the card played by Mr Beverley Nichols (March 8)?

A small Cumberland chaise reminds us of a grandfather who sat in that chair to hear from his grandmother that she had sat in it to watch Prince Charles ride through Penrith in 1745.

Yours faithfully,
ALAN and MARGARET WEBSTER,
The Deanery,
8 Amen Court,
London, EC4.

THE TIMES

BUSINESS NEWS

LAING

make ideas take shape

Stock markets

FT Ind 452.3, down 3.4
FT 64.15, up 0.21

Sterling

\$2.2165, down 120
Index 71.9, unchanged

Dollar

Index 87.4, up 0.2

Gold

\$355.50, down 2.28

Money

3 month sterling, 18.1-18.3
3 month Euro, 18.4-18.6
6 month Euro, 18.1-18.3

IN BRIEF

R-R drop in profits due to diesel losses

Profits of Rolls-Royce Motors were halved last year to £7.1m, though the group has maintained its dividend at 7.5p a share.

The worst problem was not the cars business—where profits were held at £10.3m despite the engineering dispute which cost the group an overall £5m—but the diesel engine division which turned a loss of £1.7m, against profits of £4.4m in the previous year.

Here, even the underlying problem of slack demand for industrial engines was overshadowed by the loss of a contract to supply Iran with battle tank engines for the cancelled Iranian tank contract.

Financial Editor, page 17

Software finance

The European Commission is visiting applications from companies for financial support of computer software and applications projects. The programme was formally adopted by the Council of Ministers in 1979 with a budget of £3m.

Anti-dumping charges

Anti-dumping proceedings against liquid fertilizer imported from the United States have been started by the European Commission. This follows complaints, mainly from producers in West Germany and France, of dumped fertilizer from the United States.

100 redundancies

About 100 workers will be made redundant as a result of a decision by British Nuclear Fuels (BNFL) to rationalize the production of nuclear fuel at Sellafield in Cumbria.

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BS cancel meeting

British Shipbuilders yesterday cancelled a scheduled meeting over the possible sale of Falmouth Ship Repair, because Mr Christopher Bailey, head of Bristol Channel Shipbuilders, had not submitted details of his offer. BS say Falmouth is not on offer.

£400,000 Tokyo order

International Marine Radio, of Mitcham, London, a subsidiary of Standard Telephones and Cables, has won a £400,000 order from an undisclosed Japanese shipbuilder for equipment that monitors oil contamination caused by discharge from tankers.

Belfast chosen

The Post Office is to set up a computer software centre near Belfast employing 200 graduate engineers and computer scientists, and the Northern Ireland Office sees this as a vote of confidence in the province.

Industry squeeze ahead as raw materials costs rise 36 pc

By David Blake

A warning of further inflationary pressures and continuing squeeze on industry profits came yesterday with the release of figures showing that the price industry pays for its fuel and raw materials rose by 2.1 per cent in February.

Over the six months to the end of February, the underlying rate of increase in raw materials costs was running at an annual rate of 36 per cent.

At the same time, factory gate prices, which industry charged for its products went up by 1.1 per cent in February, pointing to an underlying rate of inflation for wholesale prices of 17.1 per cent in the six months to the end of February.

The latest figures show the extent of the cost pressures which have been building up on industry for several months.

The rising price of oil has hit hard, with the price of oil in the United Kingdom rising by 2.1 per cent in February, pointing to an underlying rate of inflation for wholesale prices of 17.1 per cent in the six months to the end of February.

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Gold casualty of dollar's advance

By John Whitmore

Financial Correspondent

The dollar continued its world-wide advance on foreign exchange markets yesterday, the most notable casualty being the gold price.

At the official close in London the gold price was down \$28 at \$355.80, and in late dealings the price sank to around the \$350 level.

It was not just against gold that the dollar advanced, however. It also performed strongly against the Deutschmark, moving sharply through the DM 3.80 level to close at DM 3.8095 in spite of further heavy intervention by the central bank.

The dollar also finished higher against the Swiss franc at Sw Fr 1.7305, although the Swiss authorities announced

fresh measures to bolster the franc.

From today Swiss banks will be allowed to pay interest on non-resident time deposits of more than three months maturity. The Swiss National Bank has also removed its ceiling on forward foreign exchange transactions with foreigners.

The advance of the dollar new measures made little impact on the market, however, and dealers were predicting that the Swiss authorities would soon remove all remaining disincentives to holding francs.

Sterling lost some ground to the dollar, closing 12 cents down at \$2.2165. But it held its ground against other currencies and its trade weighted index closed unchanged at 71.9, having been 0.1 down at midday.

The spur to the dollar's con-

tinuing advance again came from expectations of further anti-inflationary measures from the Carter Administration later this week and still higher United States interest rates.

Many American bankers are predicting rises in prime rates to the 18-18.1 per cent level—most now stand at 17 per cent after last Friday's rise—but a few analysts feel that the peak may come at closer to 20 per cent.

The tightening of United States monetary policy and the slackening of tension in the Middle East saw the liquidation of gold holdings gathered momentum yesterday, though short sellers were clearly riding the bandwagon too.

Many investors appear to have decided that gold has finally run out of steam for the

moment and that more profitable homes can be found for their money in high yielding paper securities.

Attitudes to the bombed out dollar bond market may remain cautious, but short term euro-dollar rates, albeit rather easier yesterday, have been well above 18 per cent recently.

Wallace Jackson, Commodities Editor, writes: Prices of all base metals and silver fell on the London Metal Exchange yesterday in line with the decline in gold, falls in United States futures and a background of high interest rates. Copper lost 562 per tonne; tin, £290; lead, £40; zinc, 22.50; aluminium, 107.50; nickel, £115 and silver, 78.50p per Troy ounce.

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Financial Editor, page 17

EEC move to head off trade war with US

From Michael Hornsby

Brussels, March 10

Against a background of mounting trade tension between America and Europe, Viscount

Eden, the EEC Commissioner for Industry, flew to Washington today in a last-ditch attempt to ward off anti-dumping action against the Community's steel exports to the United States.

Viscount Eden is scheduled to have talks with Government members, but private contacts with executives of the United States Steel Corporation, which is reported to be on the point of filing an anti-dumping suit against imports of EEC steel, are not ruled out.

If the steel corporation were to be successful in its suit, it is estimated in Brussels that some 40 per cent of the 5.4 million (short) tons of steel exported to America could be affected, involving EEC steel manufacturers in a loss of close to £1,000m (£450m).

At an international symposium on the future of the steel industry in Paris at the end of last month, Viscount Davidson

had been warning that the entry into a trade war and protectionism in steel, cars will follow rapidly, and after cars it will be the shipyards and then advanced technology industries.

There is little doubt that some EEC steel is being dumped in America—at a lower price than what the same steel would

fetch in Europe. So, from the legal and technical point of view, United States Steel probably has a strong case.

The main reason for this is that the trigger price mechanism intended to protect American producers from cheap imports is based on prices in Japan, which is regarded as the world's most efficient producer.

In recent months, however, Japanese prices have dropped sharply because of the depreciation of the yen.

As a result, EEC exports have been able to sell more cheaply in America than in the EEC, without sinking below the trigger levels.

The Americans also say the EEC is not abiding by international rules limiting national subsidies to its steel industry.

According to EEC officials, Viscount Davidson's main line of argument in Washington will be that the EEC originally agreed to accept the American trigger price system on the understanding that this would remove all threats of anti-dumping action.

EEC and American officials will be meeting in Washington tomorrow and Wednesday to discuss the implications of the new EEC-approved quotas imposed by Britain to limit imports of American synthetic textiles. The Americans are

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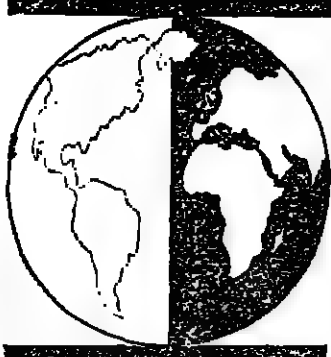
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M Barre favours 20 pc cuts

In a move designed to put a brake on public spending in France, M Raymond Barre, the Prime Minister, has written to all his ministers urging them to consider a reduction of 20 per cent in their projected investment programme for 1981.

He also suggests that operating expenditure in the civil service should not increase in 1981 in value terms, meaning a decline of at least 10 per cent in real terms, if inflation continues at its present rhythm.

Leipzig fair opens

The Leipzig Spring Fair, a major East-West trade fair featuring around 9,000 exhibitors from over 60 countries, opened on Sunday with participants saying the business climate between Western and Communist countries has not been affected by the Afghanist crisis.

New coal shafts

Ten new shafts are being sunk at coal mines in eastern China to supply fuel for the Baoshan iron and steel complex being built near Shanzhai by Nippon Steel Corporation, the New China News Agency says in Peking.

Gulf says 'no sale'

Gulf Oil Corporation says in Pittsburgh it has decided not to sell its Los Angeles-based refining and marketing properties, and has terminated discussions with interested parties in the interests of the corporation and its shareholders.

Oil swap proposal

Kuwait has proposed a crude oil swap arrangement with Malaysia, the National Malaysian news agency Bernama, says in a report from Kuwait. Each country would provide types of crude not obtainable in the other territory.

Foreign cars in Japan

Sales of foreign cars in Japan rose 25.3 per cent to 3,914 units in February from 3,123 units in January, the Japan Automobile Importers' Association says. February's total, however, represents a 17.9 per cent drop from the like year-earlier month.

Contractors say industry is getting away with 'legalized murder'

Cement makers defend pricing arrangements

Cement makers yesterday defended themselves against criticism from contractors that their common pricing arrangements amounted to a "price ring" which allowed the industry to get away with "legalized murder".

According to the Cement Makers' Federation (CMF), comprising six of the seven producers in Britain, the 24 per cent price increase announced last month would have been much larger but for the moderating influence of the independent costs committee.

This body, chaired by Mr Leo Russell, assesses proposed increases from an independent standpoint, the federation explained.

The amount of the increase and the length of notice given—only two weeks—increased the Federation of Civil Engineering Contractors (FCEC), whose members are among the largest customers for cement.

Later today, the two federations will meet to discuss the increase. There appears to be virtually no chance of it being modified, but the contractors believe they may be able to influence the future behaviour of the federation in fixing and announcing price increases.

Mr Henry Pinnock, director of the CMF, said yesterday that he regretted that the contractors had expressed views about the increases in advance of today's meeting.

He added that the notice given was determined by the fact that details of the increase in the price of coal—an important determinant of cement prices—were not available until the day before the cement price increase decision was reached. "The notice given was, in fact, not out of line with the notice given for increases over past years."

The civil engineers, however, remain unimpressed. Yesterday, Sir Maurice Laing, president of the FCEC, urged the Government to ensure that free competition prevailed.

"Why are the cement makers permitted to continue their monopolistic pricing policies, and why are they not subject to the freedom of the market?"

"The very nature of the pricing agreement is to protect the least efficient producers, leaving the more efficient to benefit from even higher margins. That is not free enterprise."

Sir Maurice added that it was unreasonable for the favoured position of the cement makers to be maintained.

The contractors have already said that they intend asking Mr John Nott, Secretary of State for Trade, to examine the continued justification for the pricing arrangements.

There are only seven producers of Portland cement in the United Kingdom. Of these, Blue Circle, with almost two thirds of the total market, Rugby Portland, Tunnel Holdings, Ribblesdale Cement, Portland and Aberthaw, Bristol Channel Portland Cement are represented in the CMF, through which a common pricing arrangement has been operated for more than 30 years. The seventh company, ICI, markets its cement through Blue Circle.

The cartel has successfully resisted challenges in the Restrictive Practices Court on two occasions, the most recent in 1973. Specific price rises have also been examined through the Price Commission.

Mr Pinnock said yesterday that the possibility of having again to justify the arrangements was something the CMF lived with.

John Huxley

Managers losing out in job moves

By Patricia Tisdall

Management Correspondent

Managers may not realize that they are likely to lose out on their pension entitlements because of job moves. A survey published by the British Institute of Management yesterday shows that two-thirds of managers are likely to retire with pensions which are only about half the full entitlement.

This is because managerial mobility has been increasing to such an extent that managers now expect to change employers three times on average compared with 1.4 times 30 years ago. Only 10 per cent spend all their working lives with one employer and so very few are likely to remain in the same job long enough to earn the full pension of two-thirds final salary which is provided by most occupational schemes.

While managers may expect some devaluation of real pension benefits when they change employers, the devaluation which occurs is sometimes considerably greater than expected. A manager who has changed employer five times during his career, for example, could expect to get only 34 per cent of his salary on retirement compared with the 66 per cent received by one who stayed with a single employer.

The BIM suggests that managers should get more advice. Armed with more information, managers could then either seek compensation from their new employer or "top up" their pension after the move either to an occupational or to an independent scheme.

Fairey Engineering to market and then make Italian industrial robots

Increasing interest by United Kingdom companies in industrial robots has been reflected in two recent deals. Fairey Engineering is to market and eventually manufacture a range of automation systems designed by six Italian manufacturers; and SPL International, the London software house, has linked with Remek Micro Electronics of Milton Keynes to set up a jointly owned company to be known as British Robotic Systems.

The Fairey deal has been negotiated by Fairey Holdings on behalf of its Stockport-based engineering subsidiary.

A spokesman for the group yesterday declined to identify the Italian companies, but said they were well-known robotic manufacturers.

Their products include automation systems and robots for welding, spraying, assembly, press feeding and general handling for machine tools and die casting. In the first stage of the agreements Fairey will market and possibly assemble the machines from components supplied by the Italian companies.

Eventually most of the robots will be manufactured by a new Fairey company soon to be formed for this purpose.

Mr John Parsons, managing director of Fairey Engineering, expects "an enormous increase" in the demand for industrial robots over the next few years. Robots designed for specialized applications, he argues, will be more reliable and more economic than those designed for universal use.

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As with Fairey's Italian companies, the new SPL/Remek company will aim at systems which are dedicated to specific operations, in this case in the field of automated assembly.

Technology News

British Robotic Systems, the SPL/Remek joint venture, will implement integrated assembly robotic systems for the low-volume batch manufacturing industries. It claims to be the first British company to apply an overall systems approach to the developing market for advanced automation.

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LETTERS TO THE EDITOR

Industry's double burden: high interest rates and a strong £

From the general secretary of the National Union of Tailors and Garment Workers:

Sir, Rosemary Brown's answers to her own question about what has gone wrong with the clothing industry this winter (*The Times*, February 28) touched briefly on the impact of value added tax and low-cost imports, but ignored perhaps the most significant factors—high interest rates and the unrealistic strength of sterling.

Manufacturing industry can only remain competitive and improve its efficiency if finance for investment is available at reasonable cost. Present interest rates are completely unrealistic, particularly for the smaller manufacturer. In an industry such as clothing, there is clearly a strong case for the introduction of preferential interest rates for manufacturing industry to prevent it from being crowded out of existence. The Government also needs to act on exchange rates. It has been widely recognized that sterling is still overvalued by

any thing from 25 to 40 per cent, while the currencies of competitor nations are, in many cases, undervalued. Recent valuations in South-east Asia will have a considerable impact on trade with the United Kingdom, particularly in areas such as low-cost clothing. Even high-cost countries are at a relative advantage. A recent United States assessment judged that the dollar was undervalued by some 20 per cent.

If the industry is not to go the way of the Chancellor, in his coming Budget, must give consideration to the removal of value added tax from all clothing. After all, garments, like food and shelter, are one of life's essentials. This would also eliminate the anomaly whereby VAT is payable on some children's clothing and not on others—the "teenage VAT" which Rosemary Brown mentions as a "contentious issue".

The United Kingdom clothing industry has proved in the past that given the right economic

environment it can not only survive but also prosper. Its productivity has improved at much faster rates than for many other manufacturing industries and it is widely recognized that industrial relations are good.

Given these advantages, it is incumbent on the Government to act on those items so damaging to the industry, namely, high interest rates, imports and an unrealistic strength of sterling.

Such action would give a not a rag trade in tatters, but a clothing industry on a secure footing, investing more, producing more and selling more, thereby providing better security, remuneration and prospects for all its employees.

Yours faithfully,
ALEX SMITH,
General Secretary,
National Union of Tailors and Garment Workers,
Radlett House,
West Hill,
Aspley Guise,
Milton Keynes, MK17 8DT.

Why all is not gloom in the Amazon forests

From Mr John Pitt

Sir, Why must so many articles such as "The Private Amazon Kingdom of Mr Daniel K. Ludwig" (*The Times*, February 27) start on a depressing note? Would it not have been better to have begun with the last part of paragraph 3, "Mr Ludwig's forestry experts will plant nine million trees over the next year" and then give the reason for doing this?

Later on in the article reference is made to the many university students who "were... implacably opposed to the Jari scheme". Having worked for five years in the late 1950s in the Amazon forests for the UN Food and Agriculture Organization, I can confirm that many of the forest reserves are not of economic value—some certainly because of the vast distances to even local markets; this is why Jari is replacing them by faster growing more useful species.

Having been asked, while a lecturer in forestry at Oxford in the mid 1960s, to initiate the Jari project—an assignment which I was unable to take up because of my teaching commitments—and having introduced Gmelina, Caribbean pine and Eucalyptus, along with some 40 other exotic species in small trial plots up the Amazon, I have followed the Jari project with very great interest. It should be mentioned that other experiments with this tree, in rice growing and raising animals on areas not under forest and on sites unsuitable for major afforestation.

Foresters are well aware of the arguments against large scale monoculture. In the early 1960s, the project, I can recall, was referred to a potential disease and of a pest to the Commonwealth Forestry Institute at Oxford and my colleagues went out to advise on these. Jari certainly is on its feet and ready to nip any potential epidemics in the bud.

I think the writer of your article does Mr Ludwig an injustice when saying that the scheme, *inter alia*, was "to add to his already considerable fortune". As I understand it at the time, Mr Ludwig saw a formidable challenge for a project which he wished to initiate to show what might be done in a tropical area without being really concerned whether or not the project made a lot of money. I am sure this was not an important consideration in his argument for establishing the project.

Can we not, therefore, have more positive and cheerful comments instead of "voices of doom" so characteristic of the openings of some journalists, particularly when writing these days on ecological subjects? These articles need to be really a very small proportion of the area of even just the Brazilian Amazon.

Yours faithfully,
JOHN PITT,
Editor/Secretary,
Commonwealth Forestry Association,
11 Kettle Road,
Oxford, OX1 3QG
February 29.

From Mr J. L. Brandler
Sir, Apropos your article on Daniel Ludwig's enterprise in Brazil (*The Times*, February 27), Gmelina is a native tree. It was introduced into the country by far-seeing forestry officers 30 years ago or less.

As it happens my company, Cross River Mills, was involved in a small way in Ludwig's first experiments with this tree, in Eastern Nigeria. Your article really does not do his venture justice; it is an enormous affair which deserves far fuller description of all that is involved.

This kind of sniping at entrepreneurs is really too easy. He may be a little naive, but he cannot be shot down by a few words.

Incidentally if your reporter travelled from Iquitos in Peru to Belém in Brazil he went the wrong way. He should have gone to L. L. BRANDLER, 6 McPherson Avenue, Ikoyi, PO Box 471, Lagos, February 29.

From Mr David Gibb

Sir, Over the past few weeks the press has been continually informing bondholders and would-be bondholders about the advantages and disadvantages of income/growth bonds.

BY THE FINANCIAL EDITOR

Judging the dollar's turn

The dollar continued to gain strength in the foreign exchange markets yesterday, moving decisively above the DM 1.80 level. More striking, however, was the advance against gold. With the movement back into gold, interest-bearing paper, gaining momentum, the dollar price slid sharply, with the downward movement doubtless abetted by short-selling. In late dealings in London last night the price was down to around the \$570 level for a fall of more than \$40 on the day.

Meanwhile, the question that has to be asked is whether we now have a genuine turning point in the dollar's fortunes or merely a giant bull trap. The prospect of other anti-inflationary medicine from the latter Administration and talk of prime rates going to 19.20 per cent are one thing; more important, perhaps, is the strength of the Administration's and the Federal Reserve's resolve to keep the screws tight long enough to make a real and lasting impact on inflation. Past experience suggests there are no particular grounds for confidence.

A common thread between the United States and the United Kingdom at the moment is the length of time it is taking for a recession to set in. Yesterday's figures suggesting relatively buoyant retail sales in January were hardly the stuff of which recessions are made, and there was precious little sign of recessionary influences trimming the rate of rise in wholesale prices there. On the face of it, these economic indicators are rather difficult to reconcile with the relatively good February bank lending figures that the market seems to be expecting this afternoon.

Immature

Depressed ratings

More than doubled interim profits from earlier Knoll yesterday, up from £1m to £2.1m pre-tax, provided a rare bright note in the furniture manufacturing sector pushing the shares up 12p to 110p.

Ratings in the sector are depressed in anticipation of a fall in furniture sales volume in 1980 as consumer spending comes under pressure, the introduction of troublesome new fire regulations and a deteriorating trade balance.

The prime victims will be the downmarket manufacturers, where margins are slimmer and the greater dependence on oil-based synthetic materials means higher costs and ore expense, complying with the new fire rules.

Christie-Tyler, for instance, follows the classic 'yo-yo' and 1979-80 pre-tax profits fell by as much as two-fifths to £1.6m. The shares at 67p are more or less scotched as much yielding 14.3 per cent on a maintained final dividend which looks likely to be in the region of 10p.

Shareholders in Christie-Tyler then can share out the cyclical trough without worrying about a cut in the dividend. Parker Knoll or Stag Furniture, however, are more interesting prospects. Both operate at the top of the market.

Parker Knoll, further diversification to textiles (now 50 per cent of profits) is paying off, and 1979-80 profits should approach £3.5m pre-tax to give a fully-taxed ratio of only 41 and likely yield of 10 per cent.

Stag meanwhile trades on a prospective ratio of about 4.3 at 178p and a yield of 6.2 per cent, although a sizable rise in its final dividend looks likely.

Both Parker and Stag have rock solid balance sheets—Parker should have net cash of nearly £2m by the year-end—and the outlook of the other furniture makers seem to have unduly depressed their share prices, although Parker would underwrite itself or to investors if it did away with its existing share structure.

Rolls-Royce Motors

Told the dividend

has been a ghastly year for Rolls-Royce Motors. Profits have collapsed from £14.5m to only £7.1m reflecting the loss of the main battle tank engine contract; the engineering strike, poor underlying demand in industrial diesel, much higher interest

charges and the strength of sterling. Yet the dividend is maintained, and just about covered by current cost earnings.

Rolls then is taking the view that this is the worst, though the shares, at 65p, remain a gamble on the length and seriousness of the oncoming recession even if a yield of 12 per cent is some comfort.

Much of the damage inflicted last year was exceptional. Rolls could hardly have foreseen the loss of its Iranian tank engine business, though the difficulty that this presented was compounded by the fact that a Government-funded factory for the big V12 engines led the company into developing smaller engine versions on its own account. Quite simply Rolls now has a splendid factory capable of producing what it reckons is the best tank engine available, but so far very few firm customers for it. That situation may change; promising negotiations are under way.

On the industrial diesel side, meanwhile, demand remains slack though Rolls is better able to cope with this following rationalization at a cost of £750,000 and 750 people. Car manufacture, which in spite of the engineering dispute (which alone cost the group profits of at least £5m) remains promising, though there is natural caution about the future level of demand for cars as costly as these, even in the important North American market. Nevertheless, waiting lists extend for about a year. That leaves aerospace components, which performed splendidly last year and continue to do so.

The bullish view of Rolls is that it will be able to capitalize on the very heavy investment programme of the past four years, which includes plans for a new four-story, 100,000 sq ft factory. This will help Rolls' sensitive export markets.

My view though is that recovery could continue to test the patience of shareholders for a couple of years; the damage caused by the loss of the Iran contract is serious and the group's 70 per cent gearing looks on the high side for a business with a vulnerable product range going into a recession.

Lloyds

When the downturn comes...

After the clamour about banking profits, the Lloyds Bank annual report, the first one from the clearers, strikes a more sober note. It now appears that Lloyds has only managed to keep its balance sheet strength intact with the ratio of free capital to reserves at 4.5 per cent just a shade better than last time.

If the "ominous" outlook for the economy predicted by Sir Jeremy Morse comes about, then this important ratio could deteriorate when interest rates begin to fall just as the recession, and its cohort of bankruptcies, bites hard. It would not be surprising if in a couple of years time, the capital hungry banks have to raise new money to bolster their resources. Market expectations point that way with shares standing on p/e ratios of around 3, less than half the market average, although yields have now started to catch up.

The market also seems to believe that the Government will get on top of inflation at some point over the next year, something which would do no good to banking profitability. As Sir Jeremy explains, rapid inflation is bad for the banks because customers run down their savings and switch out of current accounts, low interest rates are no panacea either because retail banking is hit by the squeeze on profit margins.

Last year the level of interest bearing deposits at Lloyds rose from 45 per cent to 55 per cent and with the base rate hike to 17 per cent in November further switching has probably taken place recently.

Bankers are traditionally in the first row of economy watchers. They now see that high interest rates have trimmed the appetite of private customers. Companies however are still borrowing to finance stocks and increased costs and overhead utilization is high.

So with a pile up of bad debts ahead and a relatively poor profits outlook, bank shares could be vulnerable. As it is, they provide a reasonable yield and a great deal of safety for the testing times ahead.

Nearly a hundred of Britain's entrepreneurs and their wives attended a reception at 10 Downing Street last week.

The occasion provided an opportunity for Mrs Thatcher and her Industry Secretary, Sir Keith Joseph, to weave in and out of the crowd in search of some solace from the men whose companies represent the very essence of energy, drive, dynamism and success so cherished by the Conservative Party.

But while the Government's firm and undying commitment to the monetarist approach, to economic management undoubtedly has broad support from businessmen, the loyalty of the guests at Downing Street were clearly under growing strain.

They appreciate the need to bring down the rate of inflation, boost productivity and promote greater efficiency in manufacturing industry. But there is now an acknowledgment that single-minded adherence to the monetarist philosophy is not going to realize those aspirations overnight. Meanwhile the policies are hurting.

Manufacturing industry is already facing overcapacity pressure and the latest economic assessments (this week's Cambridge Economic forecasts) underline the message: indicate that the recession, which is now very much in evidence, is going to be one of the most severe for many years.

Industry's cash flow has been reduced by about £1,500 million

as a result of the record leap in minimum lending rate (MLR) from 12 to 17 per cent. Demand in key sectors is down. Profits are sliding and the erosion of industry's competitiveness continues apace.

Sharply rising costs and the strength of sterling buoyed by North Sea oil and gas have exacerbated problems already arising from the high level of interest rates.

British industry's competitiveness has been reduced by about

raw materials and fuels rising last month by 2 per cent and factory gate prices by 1.5 per cent.

Over the past 12 months the rate of wholesale price inflation has risen by 18.2 per cent. The outlook in the short term is one of almost unrelieved gloom and in the longer term the prospects are far from bright: industrial investment in plant and building expected to fall over the next two years and there may well be a further decline in the competitiveness of British exports.

The tight monetary policy will be maintained and industry is now reconciled to string back and grinding its teeth. One aspect of Government policy which has been thrown into high relief in recent months has been Sir Keith Joseph's steadfast dedication to non-interventionism.

The steel strike, now about to enter its 11th week, represents the distillation of the Joseph philosophy. He wants to create a climate in which businesses become more efficient; while the short-term pain may be considerable the long-term benefits he argues, will be enormous.

British Steel, faced with the ministerial edict that there will be no more taxpayer's cash to fund wage rises or cover the debilitating losses, has heeded the Industry Secretary's warnings.

BSC shows no sign of moving from the government line and despite the agonizing of Sir Keith over the scale of the social problems involved, looks as though it may win through.

Significantly there has been no clamour from the bulk of steel-using industries for BSC to settle on anything other than the terms it has outlined and which will require a drastic slimming of its labour force.

Like all governments this one has allowed an element of pragmatism to creep into its policies. The National Enterprise Board, scaled down in its operation, will remain to fulfill a catalytic and formative

introduce private capital into British Aerospace.

The worry is that in their desire to create the right conditions in which industry can flourish and move forward confidently into the final decade of this century, Sir Keith and the Chancellor may destroy too much, that deindustrialization rather than the reinvigoration of industry may result.

But the indications are that, for the moment, industrialists are prepared to play the game by Sir Keith's rules. It is recognized that the Chancellor has little room for manoeuvre to alleviate industry's problems in the short term.

The control of money supply, and a reduction of public sector borrowing leading hopefully to a reduction in interest rates, remains a preeminent feature of the Government's industrial policy.

Changes in capital transfer tax and corporation tax, and the abolition of the investment income surcharge are among industry's suggestions to the Chancellor for the next Budget.

There is perhaps some scope for reduction in the employers' national insurance surcharge and some relief from tax levies on stocks reduced as a result of strikes. But those will represent relatively minor tinkering on the periphery of the corporate sector.

The scale of the potential damage if present policies fail is beyond doubt. For the moment, industry is prepared to back them and it will be some time, on present trends, before there is a change of course.

Severest recession for years

60 per cent between 1976 and the middle of January this year according to calculations made by the Confederation of British Industry.

Net borrowing by the corporate sector could reach about £8,000 million this year, more than three and a half times the level of two years ago, and the pre-tax rate of return (excluding the oil sector) may drop below 2 per cent compared with 4.75 per cent two years ago and 3.5 per cent last year.

Latest indicators suggest that a further twist in the spiral will follow in the coming months with industry's costs of

Monetary policy will be maintained

role in the creation of the right conditions in which enterprise can flourish.

Similarly, expediency has dictated that the manifesto commitments to hand parts of the state sector back to private ownership—shipbuilding is a prime example—have been delayed until the time is appropriate.

But the main thrust of Sir Keith's policies is still much to the liking of the free enterprise lobby. Moves are afoot to split the unwieldy Post Office into separate post and telecommunications businesses and plans are well advanced to

Britain's position as the world's greatest seafaring nation is long past. Below, Ronald Kershaw reports on the fishing industry and Michael Bailly looks back on London docks' heyday

Will the fishing industry get state aid?

Mrs Thatcher will come face to face with angry and disillusioned vessel owners, fish merchants and trawlermen when she visits Hull on Friday.

Their message will be a simple one: That the British fishing industry in general and the deep sea sector in particular, has been shamefully neglected by successive governments while competing nations have protected and nurtured their fishing fleets; and that unless government aid is forthcoming, the British trawling industry will rapidly die.

If proof is needed, one should look at the Port of Hull and the decision of its Fishing Vessel Owners' Association to go into liquidation. The cause of the closure of Hull as a fishing port is that the trawler owners cannot afford the economic rate of £51 a ton to discharge their catches. This is the wharfage charge calculated on expected landings this year and compares with £5 a ton at most commercial ports.

Charges are high, partly because the number of vessels is low, but mainly because of the reduction in fish the remaining vessels are allowed to catch. If Hull vessels had the same opportunities as other EEC countries, legal or illegal, the 130-strong trawler fleet of 18 months ago has shrunk to 26 freezer trawlers and four conventional vessels but even they do not have the chance to fish to their full capacity.

The trawling industry believes that Hull may signal the start of the collapse of the entire industry. At the risk of oversimplifying the problems, it may be said that British trawlers are not catching enough fish because they do not have enough access to enough fishing grounds; in spite of the fact that Britain has two thirds of the European fishing grounds.

The most she has been offered so far is 23 per cent of EEC waters.

The course of Britain's trawlermen has never been an easy one to steer but their real problems started with the loss of Icelandic fishing four years ago. The British Fishing Federation points out that since then, Britain has seen most of its distant water fishing whittled away. In all cases the blame is laid squarely at the door of the EEC.

In United Kingdom waters, British trawlermen have observed restrictions to conserve stocks while other EEC fleets have consistently over-fished and added insult to injury by sailing to United Kingdom ports to land their catches at cut prices, alongside other heavily subsidized fleets like that of Norway which has just announced £77m of aid for its industry. This allows it to depress quayside prices of British caught fish.

There are many other examples of Britain "playing the game" while others ignore the rules; it all adds up to vicious financial ruin for United Kingdom fishermen.

Understandably, the British trawling industry believes that political decisions, principally within the EEC, have steered it into trouble and that it must be the political action that steers it out of trouble. They have accepted the view that their salvation lies within the framework of a satisfactory common fisheries policy but lack of progress in this field erodes confidence in the will of successive governments to obtain a fair deal for Britain.

It is not surprising that British trawlermen are turning to their government for succour. The French have fuel subsidies, the Danes have payments for laying up ships, the Germans have a generous pay-

ment system for a lay-up and scrap policy and the Dutch have a variety of subsidies helping them to modernize their fishing fleet.

It is accepted in Britain that changes in fishing grounds and in fishing methods are inevitable and that a restructuring of the fishing industry must take place. Restructuring must produce a balanced fleet of large and small vessels equipped to exploit a diversity of fish stocks.

The BFF says: "The immediate implication of an interim restructuring programme is the retention of a trawler fleet and in particular the human skills on which it is based, as an essential foundation. This being the sector of the fleet in greatest jeopardy, it also implies some form of government assistance to keep ships and crews together."

A welcome move would be an

extension to the scheme for financing exploratory voyages in search of new species in new fishing grounds. The Government has only scratched the surface here. It is also argued that modern trawlers at present out of work could be "moth-balled" until better times with the cost borne by the Government.

It is felt that Britain should follow the lead of the Russians, the Americans and Canadians in building new processing ships but the British industry cannot finance such projects alone and, in turn, in an area of political uncertainty nobody would expect investment in new tonnage and new facilities.

Money appears never to be in short supply in other countries; indeed it is government money that is permitting exports to Britain of cut-price fish. Only last week, British trawlers cut the price of their catches to try to stop the

increase in imports. Large cod was cut from £3.30 a stone to £2.80. Within 24 hours the price was being matched by continental and smaller cod was being undercut.

This in itself is an indication of the financial support the European fishing industries are being given by their governments. The British knew they would take a loss but the Europeans were prepared to take on even greater loss to keep the market.

Mr George Younger, the Secretary of State for Scotland, told the House of Commons last week that government help was on its way for Britain's trawling industry. One hopes it is announced before Mrs Thatcher's visit to Hull and that it is not too little and too late. The BFF estimates that 6,000 jobs will be at risk from next month when the mackerel season ends and trawlers have nowhere else to go.

Waterfront search for a new identity

The Port of London is beginning to look like the 10 green boxes which one by one did accidentally fall.

With the closure of the India and Millwall docks only two—the Royals and Tilbury—will be left of the great string of dock systems that once spread along the Thames.

In its heyday before and after the Second World War the Port of London had more than 50,000 people handling 500 ships on a typical day in its many docks—the St Katherine's, the London, Surrey Commercial, the West India, the Millwall, the Royal Albert, Royal Victoria, King George V and Tilbury.

There was also a host of riverside berths of which Haye Wharf in the Pool of London was perhaps best known. There is still a workforce of about 15,000 hands fewer than 100 ships a day in what remains after the closure and sale of docks brought about as the trend to bigger ships and faster turnaround made the docks successively redundant.

First to go was the London and St Katherine's by Tower Bridge, famous once for wine, dried fruit, rubber, timber and veneers and a multitude of

exotic products arriving in relatively small ships.

It closed in 1968 and was sold to the Greater London Council for £11m and shrewdly leased to Taylor Woodrow in a £25m deal that has blossomed into a flourishing complex of hotel, restaurants, marinas, office houses and flats.

Near-derelect as a dock, it is becoming one of the show places of the City and a pace-maker for the river's future.

In 1970 the East India Dock was sold to the Central Electricity Generating Board ostensibly for a power station extension. There is still no sign of the project and the site is used as a container park.

The Surrey Commercial, once the haven for timber and other Baltic trades, closed in 1970 and was sold three years ago to the GLC and various boroughs which still have not decided what to do with it. Free port, Channel tunnel terminal, heliport, or commercial complex—its future is still wide open.

Now India and Millwall lie to join them in what looks at first sight like a story of continuing decline.

But is it? As Mr Nigel Brookes ponders on the potential for docklands he can hardly

fail to be aware of the rich reserves of land and manpower without which development cannot take place. Difficulties obviously lie in changing the living and working habits of this highly traditional area and community but no one can say the basic resources for a new future are not there.

At the port, the picture is not all black either. London is still Britain's top cargo port by tonnage if oil products are excluded.

With 17.5 million tons in 1978 it beat Liverpool into second place by a margin of 7.5 million tons. Grimsby and Immingham followed with 9.3 million tons. Tees and Hartlepool with 8.9 million, and Dover, Manchester, Felixstowe, Glasgow, Southampton and Hull all handled between 3 and 5 million.

The patterns are changing both within and between the ports. London's activity is now firmly centred on Tilbury (up from 0.5 million to 7 million tons in 20 years) and the lively and efficient private riverside berths.

Without taking too rosy a view, it is worth pointing out that appearances can be deceptive. What looks like decline can hold the seeds of future growth.

Business Diary: Power politics • Cut the crackle

here will shortly be a vacancy in the Department of Energy, despite the importance of energy, the department itself all languages under its heart. The old Ministry of Fuel, Power, Overseas and Civil Service, heavyweights in Treasury and the Foreign Office to a standard with a few for the main chance, however, it is not without potential. John Liverman, the senior deputy secretary, is unlikely ever to have any higher posts. The department has never quite shaken a second permanent secretary, although there was talk one time of creating one, having looked after offshore oil and gas and sat on the British National Oil Corporation board, in the Government, Liverman retiring this month some six months early in order, it is said, to let Sir Jack Rampton, the recent permanent secretary, to arrange duties before he himself goes in July.

Sir Jack has had a rather unappetizing time at the department. It was no secret that he and Anthony Wedgwood Benn, the current energy secretary, did not get on. Since the Conservatives came to power, he has had to suffer the unfortunate episode of the Public Accounts Committee criticism of the way rents were appropriated to the offshore supplies industry. Of the remaining departmental secretaries, Philip Jones, the only real internal contender for the top job, but after the offshore grants episode an outside appointment on the cards. However, the Treasury may be the last word and nominate its own man.

London Transport must have scored regard for the feelings of the Fleet Street scribblers who make up a good deal of the traffic passing daily through nearby Chancery Lane tube station.

Amid the lingerie and swim wear advertisements fixed to the walls of the up-escalator tunnel there has appeared a hoary poster (pictured right) promoting the virtues of The Star. No, it is not the Express Group's Daily Star, but the old News Chronicle's former London evening stablemate.

Like the News Chronicle, it sank in 1960, the titles going to Associated Newspapers, publishers of the Daily Mail and London Evening News. The 3,000 employees, overnight found themselves without a job, an episode of such shock and horror that mention of it in Fleet Street veterans to this day.

Many of the hacks, however,

Industrial archaeology may have become popular only in recent years but its main paths are already sufficiently well trodden for devotees to begin exploring some of the more obscure by-ways and cul-de-sacs.

Thus, the Gladstone Pottery Museum at Longton, Stoke on Trent, is breaking new ground by holding the first seminar on the history of the design of Victorian telegraph insulators.

Francis Collier, the museum director, explained that Victorian telegraphy was not merely the science fiction of the time coming true, but also the greatest leap forward in communications in history. Message



are still in Grid Street. If you saw a particularly miserable demagogue around the environs of Chancery Lane station yesterday it may have been one of them reminded, courtesy of London Transport, of that day 20 years ago.

The British aircraft industry is thinking Chinese this week in preparation for the "mini-Farnborough" which is being staged in Shanghai from March 27.

Two freighter aircraft will carry 50 tons of exhibits from Britain for the 66 companies which will be represented in Shanghai. The material being shipped includes a full-scale Rolls-Royce RB211, engine, flight simulators, ejection seats, and models of new aircraft, such as the 146-70-seater, which the industry is in the process of developing.

The Society of British Aerospace Companies is organizing the display and says it expects some 60,000 visitors over the 10 days during which the exhibition, the first of its kind to be organized inside China by any nation, is open.

British Aerospace has, of course, been firing with the Chinese for a long time, and not without success. It sold them a fleet of Trident airliners, and then Rolls showed them how to establish a factory for the manufacture of Speys engines.

But the glittering prize, a large-scale order for the Harrier vertical take-off jet fighter, remains out of reach, even though the Chinese made encouraging noises when they sent two large delegations around the British aerospace industry at the time of the last Farnborough show in 1978.

William Hassett, New York State's commissioner for commerce, has been in London recently banging the drum for New York. He has been attracting much interest among British industrialists keen to set up across the Atlantic, but not sure how to go about it.

The visit is part of New York State's campaign to persuade both tourists and industry of the virtues of the area.

Five years ago he was invited by Mayor Carey of New York to join his team to ensure that the city would never again go through the sort of financial crisis it experienced when only a last minute package put together by the big banks prevented it going bankrupt.

Battlelines are being drawn about Civil Service pay negotiations by the unions and the Government. A description by a member of the Select Committee on the Treasury and Civil Service that such manoeuvres were "Clausewitzian", sent union leaders rushing to their football grounds. Could this refer to the celebrated Bayern Munich goalkeeper Rudi Clausenitz? Apparently not. The reference point was one Karl von Clausewitz (1780-1831), a German military philosopher who said that war is nothing more than an extension of politics by other means.

Malcolm Brown

Robeco Substantial Dividend Increase

Highlights from the Annual Report 1979

- * Recommended dividend up from Fls. 8.00 to Fls. 9.00 per share, to be paid on capital increased by 31% scrip issue.
- * Purchases of American stocks exceeded sales, Dollar risk largely hedged.
- * In France, Belgium and Japan our interests showed small net gains. Spectacular rises were recorded.

by the Canadian, Australian and Hong Kong Stock Exchanges.

* Our opinion of the better long-term prospects in the U.K. caused us to start buying cautiously there.

* In Canada we took some profits. In Germany and The Netherlands we reduced our interests ahead of price declines.

Copies of the Annual Report and an explanatory brochure are available from the company.



Dept. 7801, P.O. Box 978, Rotterdam, Holland.

FINANCIAL NEWS AND MARKET REPORTS

Stock markets

Gilts firmer, but oils retreat further

The last full account before the Budget started nervously yesterday, plagued by further gloomy economic news and another downturn in oils.

Gilts, however, were slightly firmer, encouraged by the latest talks between the unions and the British Steel Corporation and by the banking figures, due today, which are expected to show an improvement on last month.

But it was the latest upset in oils that captured the market's attention as shares retreated across the board. This had the effect of keeping the buyers away which in turn left the rest of the equity market looking softer as prices drifted throughout the day. Only special situations and company results provided relief.

By the close the FT Index had fallen 3.4 to 452.3 after being 5.3 down earlier in the day.

The second liners among oil shares were again the worst hit after recent speculation that Siebens, along with its operator, Marathon, had been disappointed by the latest drilling test. But the majors were not left unscathed as the threat of another big rise in petroleum revenue tax to offset the huge profits being made continues to be a fear.

Nevertheless, most market men agree that the worst is over and that the whole affair has been overdone. But until there is a marked return of confidence they will continue to mark prices lower, leaving only the speculators.

Gilts were in a quiet but firm mood with modest rises throughout the list, but with very little turnover reported. The latest talks at BSC to settle the steel dispute and the bank lending figures, which are expected to

show a rise of between 1 and 2 per cent, helped sentiment. But until something definite takes place the market is expected to continue to mark time.

In the event, longs showed gains of between 1 and 2 per cent, while shorts were down 1 to 2 per cent at the shorter end of the market.

Alcan Aluminium (UK) continued its upward climb yesterday on suggestions that the Canadian parent may be preparing a share stake change. But even with the price up 3p to 107p, the rumours were being swiftly discounted after the recent dividend cut.

Leading industrials had a fairly neglected look for most of the day. Most finished easier, although ICI fell 18p to 370p, reflecting the threat to its oil profits from the Ninian Field in the form of PRT. Falls of 2p were noted in Unilever at 436p and Bechams at 123p while similar rises were seen in Glaxo at 246p and Pilkington Bros at 220p.

The latest price-cutting exercise by jobbers to deter selling saw further heavy losses among most of the oil shares. BP, reporting this week, led the way, plunging 20p to 364p, closely followed by Shell, which fell 14p to 376p and Ultramar, 12p to 490p. Burmah eased 7p to 215p, Esso 4p to 248p, Lasee 23p to 448p and Traction 10p to 292p. Shares of Viking Oil already the subject of an offer from Germany, were suspended at 930p pending an announcement which most thought was likely to be a counter-bid. Caledonian Offshore rose against the trend 10p to 230p and Charterhouse, after press comment, gained 2p to 77p, but Celtic Basin eased 10p to 220p. Companies with oil-related interests also retreated, with Cawoods 4p lower at 370p and Imperial Continental Gas down 22p to 748p. Shares of W & E Turner were suspended at 49p pending an announcement, as were Bishopsgate Property at 41p.

The attempt to turn Rayco Group into a private company appeared to have failed yesterday and the shares retreated 21p to 451p. Speculative interest provided firm features in such shares as Hamilton, which rose 16p to 86p, Coral Leisure 6p to 78p, Alcan Aluminium 3p to 107p and W Williams 6p to 28p while reports of a property sale boosted Lister 2p to 67p.

Weekend press comment also provided its usual bout of interest, providing support for, among others, Plucon 4p to 32p, Rowater 1p to 171p, Bamber 4p to 97p, May & Hassel 7p to 145p and Channel Tunnel 7p to 145p. But it knocked 7p from Newsum Industries at 49p.

Dealers were pleased with the figures from the latest batch of companies reporting. I Jarvis rose 6p to 110p, Farrier Knoll 12p to 110p, after 114p, Joseph Stocks 3p to 96p and Rolls-Royce 21p to 65p. Concorde Rotaflex continued to reflect recent good figures, rising 5p to 24p.

Electricals were in a rather gloom mood as fears that Decca shareholders would accept the cash alternative continued. This pushed Rascal down another 3p to 211p, only 11p above the level at which the cash offer becomes worth more than the share alternative. Decca improved 5p to 613p.

A unchanged at 512p while

Latest results

Company	Sales	Profits	Earnings	Div	Pay	Year's
ICI	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)
Glaxo	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)
Unilever	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)
Bechams	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)
ICI	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)
ICI	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)
ICI	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)
ICI	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)
ICI	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)	1.2 (5.1)

Briefly

George Armitage and Sons: Turnover for 1979 up from £5.5m to £6.1m. Chairman believes company has the ability to maintain profits at the highest level of the last two years. Ordinary capital privately held.

Murray Glendevon Investment Trust: Pretax revenue for last year to January 31 rose from £174,000 to £258,000. Interim dividend, gross, 1.14p (1.07p).

R. A. Dyson: Listing cancelled at company's request. Over 70 per cent of shares acquired by Ryland Velds. Applications may be made to make specific bargains.

Cornell Dresses: Turnover for 1979 up from £1.92m to £2.08m, but pretax profits down from £128,000 to £100,000. Dividend held at 1.14p gross.

Thermal Syndicate: Chairman, Sir John Paget, tells shareholders in his annual report that, at this stage, he can say with reasonable confidence that the first half of the current year will continue the improvement achieved in the past 12 months.

Austin Reed has acquired Fogg & Ellis, men's outfitters of Newcastle-upon-Tyne, bringing the retail outlets in the group to 51.

Telecontrol has elected to provide for £20,000 of the payment due to Omas International (UK) in respect of its royalty interest in Telecontrol's share of production from the Tishfield Field for three months to Feb 29, 1980, by issue of 23,340 ordinary shares in Telecontrol. Arrangements made for these shares to be placed to provide cash payment due.

Ocean Transport and Trading has taken over the business previously undertaken by Ocean Project Services. The special projects team will now be employed by Ocean Project Services.

The acquisition of the team follows the announcement last month that the Peckham group had moved into the hands of the Peckham group. The acquisition of the team will complement the freight-forwarding services of the Ocean Group.

Noble Grossart: A group led by and including Noble Grossart have participated in a successful takeover of the Steadman Well, which has been drilled at Grayson County, Texas. The group has a 9.9 per cent interest in the Canadian Natural Resources which is the operator on the well and holds a 40.75 per cent working interest. Senior additional interests are held through Drummond Holdings.

Merchants Trust: Gross revenue for year to January 31 up from £13.03m to £14.4m. Pretax profit, £3.05m (£2.57m). Total gross payment, 3.35p (4.36p).

East Lanes Paper: Greenbrook Securities has acquired a further 72,300 ordinary shares in East Lanes Paper Group and now owns 715,000 ordinary shares (13.12 per cent).

A. Aronson (Holdings): Industrial and General Trust acquired 50,000 ordinary shares in Aronson on January 3 and 220,000 ordinary shares on January 7, making a total holding of 600,000 shares (5.98 per cent).

Options

Traded options had a dull day along with the rest of the market and most contracts amounted to 550. At the top of the list was the 120 contracts whose results are due on Thursday and which is expected to show net income up from £440m last year to £1,600m. Marks and Spencer was second with 107 contracts.

While the old favourite, Consolidated Gold Fields, which reported good interim figures last week and is rumoured to be the subject of a possible bid from either General Mining or Anglo American, saw 100 contracts, Rascal totalled 56.

Business appointments

Directors named for Staveley

Mr M. R. B. Gatenby and Mr J. A. Harper are new directors of Staveley Industries.

Mr Roy Tazman has been named financial director of Loewy-Whitson Group.

Mr F. W. Hewitt, a former divisional manager of the National Westminster Bank, has become a director of the Woolwich Equitable Building Society.

Mr P. Thompson will be joining the partnership of Rowe & Pines on April 11, and Mr J. D. W. Stobart will be retiring.

Mr Archie Gichrist has become managing director of Voeper Private in succession to Mr Robert D. Cane who is retiring from the Singapore company at the end of April to return to Europe.

Mr A. H. Bole has been named managing director of Leslie & Godwin Contractors (Overseas) while Mr G. Lewis has joined the group as a director of Leslie & Godwin International and also as senior vice-president of Frank B. Hall Overseas.

Mr Sam Burns is to retire as managing director of William Hill Organisation on January 31 1981, the end of the company's current financial year. He will be replaced by Mr L. P. Cowburn who has been named joint managing director with Mr Burns.

Mr H. W. Abbott becomes assistant managing director.

Mr A. J. Kelley has been appointed managing director of Greenstock Properties. Mr G. A. Ball remains on the board as non-executive director. Mr D. S. Mackay has resigned as a director to take up a position as managing director of Cal Properties.

Mr E. G. Cluff has become the first full time secretary general of the Institute of Data Processing Management. Mr A. J. P. has been appointed as president of the institute in succession to Mr Tony Hardcastle who remains a vice-president.

Mr Fane Vernon, chairman of the British Dredging Company, has been named executive chairman. Mr E. A. H. Bole has been named chairman and chief executive of British Dredging, has resigned from the board and from his executive duties.

Mr Roger Rowland has been named a director of Morgan Crucible.

"We are now reasonably confident that the results for the current half-year which ends in month will compare favourably with those for the corresponding period of last year," Mr E. S. Margulies, the chairman of S. and W. Berisford, told yesterday's annual meeting.

Berisford is a London-based, international group mainly involved in the merchandising processing and distribution of key raw materials.

If the board's expectation of the results is fulfilled, it intends to repeat last year's interim dividend of 3.57p gross and leave any further increase to apply to the final in the light of the full year's performance.

Following the pattern of the preceding year, total sales are again well ahead and for the first four months have topped £800m, the chairman declared. But in a group of this nature, turnover is not a reliable measure of the net, emerging profits. The chairman, single factor, which inhibited Berisford's growth last year, the cost of money, has continued into the current year.

J. Jarvis up 42 pc at half-time

On turnover 23 per cent up at £11.7m, pretax profits of London-based J. Jarvis and Sons rose by 42 per cent to

GEC weakened 4p to 374p. Rubbers took a turn for the worse as hopes that Sime Darby would launch its bid for Guthrie began to recede.

Shares of Guthrie, contracted 25p to 755p, accompanied by Highlands & Lowlands 4p to 112p and London & Somerset 16p to 390p. Killinham remained firm at 495p.

The general opinion that interest rates would not show further rises before the Budget helped property shares to stage a modest rally. Weekend comment lifted Bradford Property 7p to 177p and Warner Property 4p to 140p. Elsewhere, rises of 2p were witnessed in MEPC at 199p, Land Securities at 293p and Haslemere at 302p.

Market men are urging investors to keep a close eye on shares of Status Discount, an old takeover favourite. Word is that MFI is now ready to make a bid for the company, which is closely related to MFI's main supplier, Humber Kitchenware.

Two directors of MFI sold 30,000 shares in MFI yesterday while Status held firm at 66p.

But the latest trip in the bullion price, down 58p to \$585.50 an ounce, did little to help gold shares which all looked rather nervous. Among the heavies, West Driefontein slipped 52p to 574p, Anglo American Gold 58p to 581p, Anglo American 52p to 557p and St Helena 51p to 53p.

Equity turnover on March 7 was £126.87m (17.78m bargains). Active stocks yesterday, according to the Exchange Telegraph, were, Lasee, Shell, Ultramar, BP, Tricontrol, ICI, Rascal, National Westminster, Burmah and GEC.

British Assets and Edinburgh American Assets: trusts, announced yesterday that they have reduced their stakes in Westair from 10.7 per cent to 8.8 per cent at prices ranging from 965p to 983p and are therefore no longer deemed to be associates of Viking.

Ivory & Stone, which runs the trust, admitted yesterday that the shares were sold to take advantage of the high price. No further reduction in the holdings are planned at present.

Neil & Spencer profits up 70 pc

By Our Financial Staff
Neil & Spencer Holdings has turned in a fifth year of spectacular growth with a 70 per cent increase in profits to £1.7m. The increase was achieved on sales of £21.9m and the dividends for the year total 5p gross, a 50 per cent increase.

The figures include nine months' contribution from the Belgian acquisition, D'Hoghe, which the company had expected to quantify this. However, in its previous full year D'Hoghe made £180,000 profits on sales of £5m and trading has since been "reasonably satisfactory".

There is no contribution to the profit and loss account, however, from Westair-Hargreaves, bought last year for £1.7m. Profits here were running at £500,000.

Westair, which will be incorporated in the balance sheet, represents Neil & Spencer's

first big diversification outside its mainstream business of laundry and cleaning equipment. Its primary product is heat pumps for use in domestic buildings.

The strike has had no effect so far and the group is broadly expected to maintain progress. However, it is clear that the high growth rate in the mainstream business will level off and the main growth engine this year will be the contribution from Westair-Hargreaves.

The shares at 110p, up 2p yesterday, are selling at 10.7 times stated earnings, rising to 13 on a full tax charge. Additions to the balance sheet, however, from Westair-Hargreaves, the fully taxed P/E ratio falls to 10.1. The yield on the three times covered dividend is 4.5 per cent.

Turner dealings halted for bid discussions

By Rosemary Unsworth
W. & E. Turner, the Leicester-based footwear, hosiery and handbag retailer, had its share price suspended yesterday at 49p while details of an agreed bid for the group were worked out.

The most likely bidder is UDS Group, which was tipped as a possible suitor of Stread & Simpson, the motor trader-to-footwear group, earlier this year. UDS already has two footwear chains, John Farmer and William Timmons, and has been seeking further expansion through acquisition as well as looking for additional retail sites which Turner can provide.

Capitalized at about £5m, Turner's board members and their families hold more than 50 per cent of shares, while Pearl Assurance holds 50.2 per cent and Magwest Nominees holds 5.02 per cent.

In the first half to June 30 1979, the group made trading profit of £278,000 compared with £278,000 the previous year. Pretax profit for 1979 amounted to £1.3m on £12m turnover.

A further announcement is expected within 24 hours on the bid which was described as one of the best kept recent take-over secrets as the share price was unchanged in the preceding two weeks before the suspension was requested, despite a flurry of activity over other speculative stocks.

Bishopsgate suspended

By Our Financial Staff
The shares of Bishopsgate Property & General Investments were suspended yesterday at 4p "pending clarification of the company's position".

Director Mr Malcolm Yeulet would give no indication as to when the shares would be re-quoted but promised an announcement "as soon as the board had something meaningful to say".

At the time of Bishopsgate's interim statement, last November, the chairman revealed that certain major creditors, including a syndicate of banks which provided a foreign currency loan, had agreed to waive part of the amount. This reduced Bishopsgate's liabilities by around £480,000.

Legal & General pensions growth

Funds managed by the pensions management subsidiary of Legal and General Assurance rose £260m to £1.25m last year. The subsidiary, which claims to be Britain's largest managed pension fund company, said in its annual report that clients rose from 12,000 to 13,000 and new money of £220m compared with £185m in 1978; £127m represented new money from client pension contributions and £93m came from dividends and interest.

Abbey Panels concern

Abbey Panels' Investments' chairman states in the annual report that APF's activity towards the end of 1979 remained strong.

The company has had a year of consolidating its export business and the chairman

Counter-bid expected as Viking is suspended

By Alison Mitchell
The shares of Viking Oil were suspended yesterday at 930p amid mounting expectation of a counter bid to the offer from Germany.

Although an announcement was expected last night it was deferred at the last minute and Lord Balfour of Borlough, Viking's chairman, would admit only that the group was "busy in discussion on a number of matters".

Two weeks ago the German oil company Deminor offered Viking shareholders £3 in cash plus a further 50p in royalty units dependent on production.

Among the names being put forward as the likely suitor, and there are thought to be as many as half a dozen, is Hunt Group which is an exploration company and an oil and gas partnership and Phillips, which has a considerable knowledge of the area in which Viking operates. There are suggestions that the bidder will be one of the American oil groups.

Viking, an oil and gas exploration group, already has finds in the Brae field and possible finds in its other block. Its shares are currently quoted on the Stock Exchange under the name of Viking Oil Ltd.

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The shares of Bishopsgate Property & General Investments were suspended yesterday at 4p "pending clarification of the company's position".

Director Mr Malcolm Yeulet would give no indication as to when the shares would be re-quoted but promised an announcement "as soon as the board had something meaningful to say".

At the time of Bishopsgate's interim statement, last November, the chairman revealed that certain major creditors, including a syndicate of banks which provided a foreign currency loan, had agreed to waive part of the amount. This reduced Bishopsgate's liabilities by around £480,000.

Legal & General pensions growth

Funds managed by the pensions management subsidiary of Legal and General Assurance rose £260m to £1.25m last year. The subsidiary, which claims to be Britain's largest managed pension fund company, said in its annual report that clients rose from 12,000 to 13,000 and new money of £220m compared with £185m in 1978; £127m represented new money from client pension contributions and £93m came from dividends and interest.

Abbey Panels concern

Abbey Panels' Investments' chairman states in the annual report that APF's activity towards the end of 1979 remained strong.

The company has had a year of consolidating its export business and the chairman

Higher interest rates and Robeco

In 1979, net profits of Robeco, the Dutch investment

Mr Lacey spends £5m and prepares to suspend Hamilborne

By Philip Robinson
National Carbonising chairman, Mr Graham Ferguson Lacey, has made two major moves in his attempt to build an oil, gas, coal and mining empire.

Yesterday he contracted to spend nearly £5m of NCC's cash buying a quarter of Hamilton's Gold Mining Assets and today he is due to call a halt to the share dealings in the small brick-makers, Hamilborne, where he is also chairman, pending talks which could dramatically change the business.

The Stock Market had been betting on big things from Hamilborne for some weeks. Four days ago, the price hit a 70p peak and was a further 10p up last night at a new, 12-month high of 86p.

No details have been released of the negotiations but word is that they are connected with oil, gas and uranium interests in America.

Last June, Mr Lacey, whose Birmingham and Midlands Counties Trust Investment group owns 52.63 per cent of Hamilborne, sold shareholders' shares in a £500,000 expansion plan to a group involved in oil, gas, and uranium in the United States. That was abandoned when the group failed to obtain exchange control permission, which would not now be a factor.

National Carbonising's new stakes in Hamilton cost the group £4.6m - part of the proceeds from the sale of 6.8 per cent of London and Scottish Manganese Oil in January - for a 362,900 share stake in the Australian Bond Corporation at 325p, and around 100,000 shares in the market. In the past year the shares have come up from

148p. Last night, the price was down 10p at 353p.

Mr Lacey has paid Bond £1.5m with the balance due at the end of September on an annual interest rate of 12 per cent.

The Bond Corporation, Perth-based energy and petro investor, bought the 25 per cent stake less than 18 months ago from Colin Mutual Life Assurance. It is understood that Mr Lacey had set a possible 50 per cent of the stake after his return to the Hamilton board, been rejected.

Mr Lacey has a reputation of also requesting a seat on the board with this stake.

Hamilton chairman, Mr J. Ley, said yesterday: "I have no idea what his intentions are. We have not met or talked about the matter."

Hamilton carries a large percentage of profits from its operations by West Mining in its Australian areas.

It also has coal mining interests in Staffordshire, a 50 per cent stake in Sun Oil and a 10 per cent stake in the North Sea. It makes coal mining machinery.

A spokesman for Mr Lacey said last night: "This move was entirely his own. Hamilton is in the world of Lacey's express policy of opening energy interests."

Mr Lacey's plan to build an energy empire began last year when he became chairman of the United Kingdom Manganese Oil Ltd. He is now buying a 27.05 per cent stake in the firm. One of his first moves was to buy a stake in the firm based oil exploration in Weeks Petroleum.

Manganese Bronze hit by ban on overtime

By Our Financial Staff
The cost of borrowing, telling against Manganese Bronze Holdings, the engineering group with investments in the metal powders and casting and BSA group.

Turnover in the half year, January 31 actually rose

FINANCIAL NEWS AND MARKET REPORTS

Linde raises its dividend

Linde AG recorded net profit after tax of Dm77.7m in 1979, against Dm70m in 1978, and raised its dividend to Dm9 from Dm8, the first increase since 1975.

Managing board chairman Herr Hans Meinhardt said domestic group turnover was 15.7 per cent higher in the first two months of 1980 than in the same period a year ago, while net profit had risen 4.9 per cent and the order book stood 8 per cent higher.

Herr Meinhardt said the two-or-seven rights issue announced

International

at the end of January to raise Dm130m was primarily to fund capital investment of about Dm150m in 1980.

The Dm10m of authorized but unissued capital remaining after this rights issue would be allowed to lapse and authorization from shareholders would be sought for a further Dm50m of capital by mid-1985, he said.

Cigu hotel chain pushes profits up by 45pc

Cigu Hotels SPA, Italy's leading hotel chain, says its net profit rose by 49 per cent in 1979 on a turnover gain of 30 per cent.

Earnings rose to 2,571 bn lire last year from 1,727 bn in 1978, the company said after a busy meeting. Turnover climbed to more than 65 bn lire from 50.1 bn last year.

The hefty profit confirmed the turnaround achieved in 1977, when Cigu reported a small profit after several years of losses. Unimproved profitability was attributed to the restructuring of

Cigu's Italian hotel chain and the reorganization of its foreign network.

Cigu did not make any statement about the dividend, which was 39 lire a share last year. Some stockbrokers predicted it would be raised to 70 lire a share or more.

Cigu is still embroiled in a legal dispute over whether United States-based Dunfey Hotels is obligated to buy a major package of Cigu shares from Societa Generale Immobiliare Sogefi SPA, a leading Rome-based real estate concern, which owns 41 per cent of Cigu.

Hoechst dividend hopes

Hoechst AG expects to be able to pay a dividend of Dm7 share in 1979, up from Dm6 in 1978.

The company said that worldwide turnover rose 11.1 per cent to Dm26,870m in 1979, buoyed by strength in the West German economy as well as particularly active business in Western Europe and North America. The only sector poss-

ing a turnover decrease was the plant construction unit.

Profit figures for 1979 have not yet been calculated for the Hoechst group. Turnover for the parent Hoechst AG rose 14 per cent to Dm10,700m, 10.7 billion marks. Prices rose 5.4 per cent and volume 8.6 per cent.

Hoechst AG recorded a pre-tax profit of Dm907m in 1979, up 27.6 per cent from 1978.

CPI's new share offer

Canadian Pacific Investments has announced that it is proceeding with an offer of new common shares in the international markets outside North America.

The offer will be through agents Wood Gundy and Pleson, Holdings, Pleson NV. The shares will not be offered in Canada or the United States. The offer is expected to be

about 750,000 shares and will not be underwritten. The price and size of the issue are expected to be determined on March 19.

The new shares will rank with existing issued shares. Quotation in Amsterdam will be in the form of continental depositary receipts, each for 10 shares, and will begin on March 20.

Polly Peck about turn over bid

Mr. Raymond Zelker, chairman of Polly Peck (Holdings), yesterday told shareholders not to accept a 9p a share bid for his company just a month after agreeing to it himself.

The reason is that since the offer was made by the private equity-based Restro Investment group, indirectly owned by Mr. Neil Nadir, chairman of clothes wholesaler Wearwell, the Polly Peck price has tripled from 7p to nearly 23p.

In the offer document from Wearwell, Mr. Zelker says that when the 9p offer was made, he company, which has not paid a dividend since 1975, was experiencing difficult trading conditions and the price was considered fair and reasonable.

But since then the price has soared, and Mr. Zelker tells shareholders that now it is unlikely to be in their interests to accept the offer "unless and mid" the price in the stock market falls below the offer.

Mr. Zelker, his wife Sybil and fellow director Mr. Derek Hayes, are stuck with 9p for their combined near-three million shares, representing 37 per cent of the group.

Bank Base Rates

1979-80	High	Low
ABN Bank	12%	
Barclays Bank	12%	
BCCI Bank	12%	
Consolidated Credit	12%	
C. Hoare & Co.	12%	
Lloyds Bank	12%	
London Mercantile	12%	
Midland Bank	12%	
Nat. Westminster	12%	
Royal Bank	12%	
TSB	12%	
Williams & Glyn's	12%	

* 7 day deposit on bank of £10,000 and under 15%, to £25,000 10%, over £25,000 12%.

M. J. H. Nightingale & Co. Limited

27/28 Lovat Lane London EC3R 9EB Telephone 01-621-1212

The Over-the-Counter Market

1979-80 High Low

Company Price Cn 70 200 P/E

99 70 Airsprung Group 71 - 67 9.4 44.2

50 35 Armitage & Rhodes 237 - 13.8 5.8 76.9

237 185 Bardon Hill 85 - 15.3 13.0 -

100 85 County Cars Pte 93 +1 5.0 5.4 10.2

101 63 Deborah Ore 100 - 7.9 7.9 6.2

100 68 Frank Horrell 100 - 11.5 12.8 4.6

129 100 Frederick Parker 105 - 16.5 15.7 -

156 100 George Blair 66 - 5.2 7.9 3.9

65 113 Jackson Group 116 - 7.2 6.2 10.2

300 242 Robert Jenkins 255 - 31.3 12.3 8.1

232 175 Torley Limited 217 - 14.3 6.6 35.6

34 163 Twinlock Ord 79 - 0.8 4.4 3.6

80 70 Twinlock 12% ULS 16 - 12.6 1.2 10.6

56 23 Unilock Holdings 87 - 4.4 5.0 5.8

87 42 Walter Alexander 181 - 11.5 6.3 7.0

190 136 W. S. Yates

* Accounts prepared under provision of SSAPIS.

Commodities

COPPER was steady after a morning of gains. The London market for March 1980 was 125.00, up from 124.00 on Monday. The New York market for March 1980 was 125.00, up from 124.00 on Monday.

LEAD was steady after a morning of gains. The London market for March 1980 was 125.00, up from 124.00 on Monday. The New York market for March 1980 was 125.00, up from 124.00 on Monday.

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Mugabe victory may have cast a shadow over platinum supply

There is speculation in the United States that the rise in the price of platinum has been caused by Mr Robert Mugabe's victory in the Rhodesian elections.

Mr Jack Boyd, a commodities specialist for Drexel Burnham Lambert Inc. is quoted by AP. Dow Jones as saying that some speculators believe that a government led by Mr Mugabe has "cast a shadow over South Africa and the world's platinum supply."

Last Wednesday free market platinum reached a record price of \$1,047.50 (£466.50) per troy ounce, a rise of \$87.50 (£35.60) on the previous day.

It is on the New York platinum futures market, which is dominated by speculators, that the price pressure is believed to have arisen. But aside from any backlash from the Rhodesian election result, platinum has for some time been the strongest of the precious metals.

ACCOUNT DAYS: Dealings Began, March 10. Dealings End, March 21. \$ Contango Day, March 24. Settlement Day, March 31.
 \$ Forward bargains are permitted on two previous days

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RADIO

TELEVISION

TELEVISION

TELEVISION

More Music & 6.03 Derek Hobson
8.02 Hubert Gersak 9.03 Glenmore
9.04 10.03 11.03 12.03
Frankie Howard Variety Show
11.02 Brian Matthew, 2.02-5.00
and the Night and the Music

Radio 1
5.00 am As Radio 2, 6.00 Dave L.
Trevils, 9.00 Simon Bates, 11.00
Pauline Surratt
Football, 1.00 Jacki Jensen, 7.00 P.
Some Call, 8.00 Mike Read, 9.
Newswatch, 10.00 John Peel, 12.
5.00 am As Radio 2.

Radio 2
7.00 RHOS 1 AND 2 : 10.00 pm
With Radio 1
Radio 1, 12.00-5.00 am With Radio
2.

World Service
BBC World Service can be received
on the following frequencies:
(642kHz, 4635m) at the following
times:
6.00 am Newswatch, 7.00 World New
7.00 Twentyfour Hours, 7.45 News
8.00 World News, 8.00 Rollback
8.15 Europa, 8.30 Bert's Gossip
9.00 World News, 9.00 Sports
10.00 News, 10.00 Sports
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